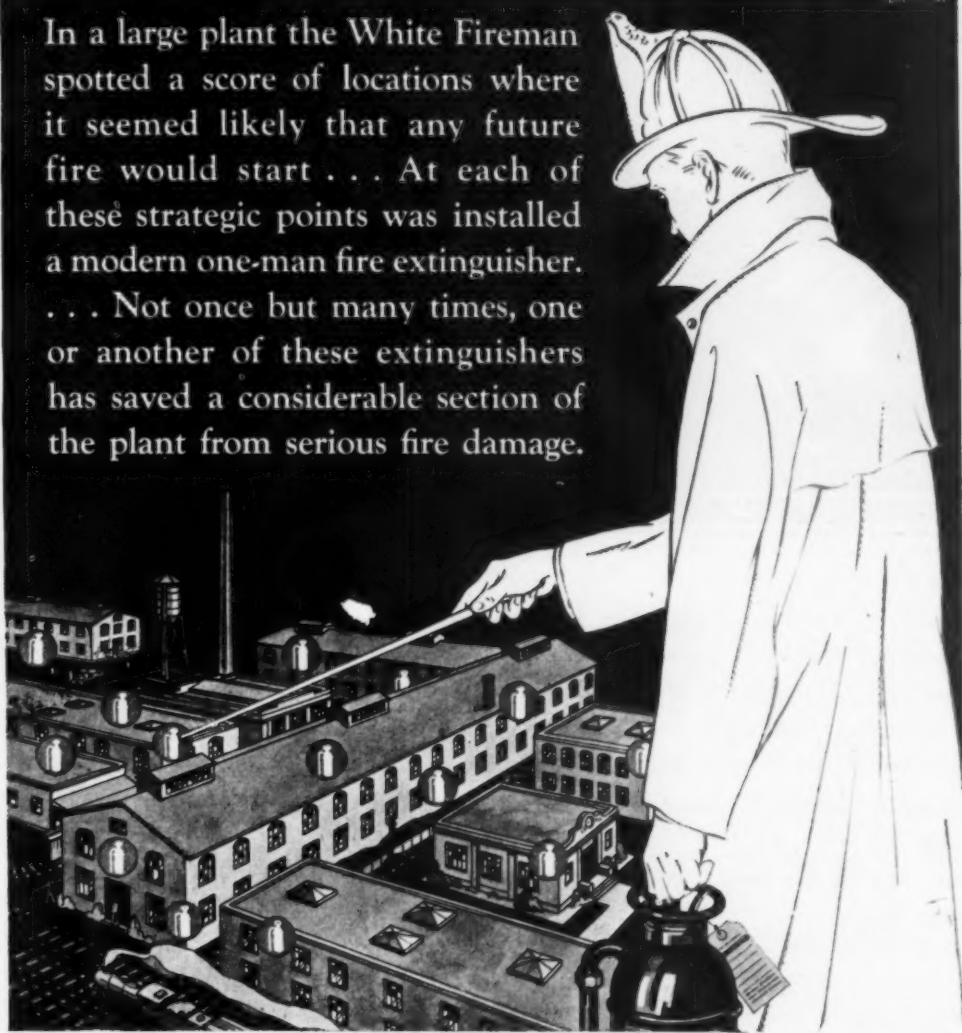


The National Underwriter

A WEEKLY NEWSPAPER OF INSURANCE

THURSDAY, AUGUST 7, 1930

In a large plant the White Fireman spotted a score of locations where it seemed likely that any future fire would start . . . At each of these strategic points was installed a modern one-man fire extinguisher. . . . Not once but many times, one or another of these extinguishers has saved a considerable section of the plant from serious fire damage.



THE WHITE FIREMAN is used in this advertising to symbolize loss-prevention engineering service—a nation-wide service, supported by insurance companies, having for its purpose the reduction of loss-hazards. Its work comprises consultation on proposed structures, inspection of property, testing of materials and equipment, and many other kinds of technical assistance. This service may be secured through responsible insurance agents or brokers. Ask your North America Agent.

North America Agents are listed in Bell Classified Telephone Directories under the heading "INSURANCE CO. OF NORTH AMERICA"



The
**Insurance Company of
North America**

PHILADELPHIA

The Oldest American Fire and Marine Insurance Company—Founded 1792

and its affiliated companies write practically every form of insurance except life

FEW fires flash at once into serious proportions. Generally they grow from small beginnings. The hand extinguisher of today is remarkably efficient in putting out incipient fires, and so ranks as an important aid in prevention work. The judicious placing of extinguishers about industrial plants and mercantile establishments is a service in which the Agent may well be interested.

At the left is shown in reduced size, a color page advertisement appearing in The Saturday Evening Post, Aug. 9th; The Literary Digest, Aug. 9th; The Business Week, Aug. 9th; Time, Aug. 25th.



A HEAVY pall of smoke hung over New York. The great fire of 1845 had burned itself out. New York property owners were asking one another, "Will the insurance companies be able to meet their losses?"

To the north, in Hartford, directors of the Ætna Insurance Company were listening to President Thomas K. Brace, who had just returned from New York.

"Gentlemen," he said, "our entire surplus has been wiped out and our capital seriously impaired."

"What are we going to do?" asked one of the anxious directors.

"Do!" exclaimed the President, without a moment's hesitation. "Why, we are going to pay every loss in full—dollar for dollar—and we are going to do it at once."

Then, reaching into his inside coat pocket,

he drew out a sheaf of unsigned notes with different amounts filled in on each. These he passed around the table, saying, "Mr. Morgan, you sign this, Woodbridge, sign this," and so on until in front of each of the seventeen directors was a significant bit of paper. President Brace had calculated the relative ability of each director to pay, and had made out the notes accordingly.

Every man signed—there was no questioning—no hesitation.

The President then added his personal endorsement to the notes and immediately had them discounted at the bank. Thus all Ætna claims were paid in full.

Agents deliver Ætna Fire Group policies always with the knowledge that behind them is something more than mere figures representing dollars and cents.



THE ÆTNA FIRE GROUP

ÆTNA INSURANCE COMPANY

THE CENTURY INDEMNITY COMPANY

THE WORLD FIRE AND MARINE INSURANCE COMPANY

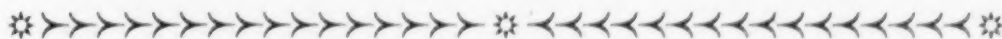
HARTFORD - CONNECTICUT

PIEDMONT FIRE INSURANCE COMPANY - - CHARLOTTE, N. C.

THE NATIONAL UNDERWRITER. Published weekly by The National Underwriter Company. Office of publication, 175 W. Jackson Blvd., Chicago, Ill. Thirty-fourth year, No. 32. Thursday, August 7, 1930, \$4.00 a year, 20 cents per copy. Entered as second-class matter April 28, 1928, at postoffice at Chicago, Illinois under act of March 3, 1879.

1880 GOLDEN JUBILEE 1930

OF THE WORLD'S PIONEER IN LIABILITY INSURANCE



50
Years
Ago

THERE was not much attention paid to liability insurance. We have carefully searched the files of several insurance journals and even there find little or no mention of the form of insurance originated, fifty years ago, by The Employers' Liability Assurance Corporation, Ltd.

* * *

Today

THE Employers' Liability Assurance Corporation, Ltd., and its affiliated companies, are in the process of finishing what they started. It is an endless task, for there will always be a need for this form of insurance, just as there will always be accidents to workmen, to the public, and to others in the industrial plant or on the premises of the home owner, storekeeper, or the owner of the office building.

Our fifty years experience has taught us this. There is a need for liability insurance. There is a comparatively small amount of this form of insurance sold to home owners and many others whose need for it is great.

Whether or not you are associated with the world's pioneer in liability insurance, or with its affiliated companies, The Employers' Fire Insurance Company and the American Employers' Insurance Company, it is your duty as an insurance man to spread the gospel of this form of insurance. If the American Agency system is to endure, it behooves every insurance man to make sure that *his* clients at least are adequately protected.

If you are not a member of The Employers' Group family, you can nevertheless fittingly celebrate the Golden Jubilee of the World's Pioneer in Liability Insurance, by selling more of this form of insurance.

The Employers' Liability Assurance Corporation, Ltd. (*The World's Pioneer in Liability Insurance*); American Employers' Insurance Company; and The Employers' Fire Insurance Company, comprise The Employers' Group — 110 Milk Street, Boston, Massachusetts.

THE EMPLOYERS' GROUP



*He may win the argument but—
will he win in court?*



Many drivers are depending on their ability to blame the other fellow in case of accident. When they fail—they discover that it is much safer to depend upon adequate insurance. Our 12-in-One Automobile policy is designed to give complete protection. Sell it to your clients and they will not have to argue—or worry!

The AMERICA FORE GROUP of Insurance Companies

THE CONTINENTAL INSURANCE COMPANY
AMERICAN EAGLE FIRE INSURANCE COMPANY

FIDELITY-PHENIX FIRE INSURANCE COMPANY
FIRST AMERICAN FIRE INSURANCE COMPANY

NIAGARA FIRE INSURANCE COMPANY
MARYLAND INSURANCE COMPANY OF DELAWARE

Eighty Maiden Lane,

ERNEST STURM, Chairman of the Boards
PAUL L. HAID, President
THE FIDELITY AND CASUALTY COMPANY
ERNEST STURM, Chairman of the Board
WADE FETZER, President

New York, N.Y.

NEW YORK

CHICAGO

SAN FRANCISCO

ATLANTA

DALLAS

MONTREAL

The National Underwriter

Thirty-Fourth Year No. 32

CHICAGO, CINCINNATI, NEW YORK AND SAN FRANCISCO, THURSDAY, AUGUST 7, 1930

\$4.00 Per Year, 20 Cents a Copy

Yenter Answers Quiz of Agents

Favors Agents' Qualification Act, Questionnaire, and Filing Requirement

FROWNS ON FEE BOOST

Commissioner Replies to Iowa Association on Questions on Which Agents Seek Legislative Action

In answer to a questionnaire submitted by the Iowa Association of Insurance Agents, Commissioner Yenter of Iowa has gone on record as favoring a reasonable agents' qualification act, a questionnaire to be filled out by candidates for agents' licenses, and a filing requirement. Commissioner Yenter somewhat qualifies his approval, however, by stating that he is investigating the desirability of these projects and pointing out some of the political and legal difficulties in obtaining them.

Furthermore, in answer to a fourth query from the Iowa agents, Mr. Yenter states that he plans to investigate the advisability of increasing the agents' license fees to perhaps \$10.

The Iowa agents before each legislative session have sponsored measures touching these four insurance features, but Sam T. Morrison, president Iowa association, states that Mr. Yenter's communication contains the first adequate presentation of the state's viewpoint ever made.

Qualification Law

Mr. Yenter expresses the view that a reasonable qualification law would be beneficial to the insuring public and to the insurance agent. Because of the opposition of the many part-time agents in Iowa and of those full-time agents who have not analyzed the prospective legislation, Mr. Yenter pointed out that previous qualification bills have been defeated. Future bills will likewise be defeated, Mr. Yenter believes, unless a majority of the agents approve them. Furthermore he recommended that educational campaigns be conducted to inform the agents and the insuring public of the benefits which might be expected from an agents' qualification law.

Requirement that all fire and casualty companies file their rates with the insurance department would also be a beneficial measure to the public and to the legitimate local agent, according to Mr. Yenter. The companies, he said, should be permitted to file deviations from the filed rates as affecting the state as a whole or certain sections of the state, as experience might indicate was proper. In order to make a provision of this type effective, Mr. Yenter believes that the department should be given some inquisitorial power regarding discrimination, unfair or unsound rates.

Mr. Yenter, however, is opposed to creating a rating bureau under the op-

Effect of Rate Reductions Made in the Central West

Company officials have been much interested in the effect of rate reduction in central western territory. By this time companies have been casting up their accounts and making figures. Companies doing a general business find that their premium income is reduced from 10 to 15 percent with an average probably centering about 12 percent. The reductions were sharp and have been keenly felt. So far as can be ascertained there has not been much of an increase in business from new sources because of the reduction. Some companies, however, report a larger number of daily reports. Officials are inclined to accept the reduction as having full effect without such opportunity of

recouping. In time the lower rates may cause some assureds to shift over from mutual and reciprocal insurance to stock companies. So far, however, the effect is not noticeable. Where stock rates come within 10 or 15 percent of the mutuals, the tendency is to insure in stock companies and take no chances.

Average Decrease in Premiums

Taking their premiums as a whole it can be said that the average decrease so far this year will run from 15 to 20 percent. Counting 12 percent, therefore, as the normal decline because of reduced rates the lessened income due to abnormal business conditions will range from 5 to 10 percent. Counting every factor that enters into the trade winds, insurance can congratulate itself that it is standing up under the depression in a rather remarkable way.

Collections Are Tighter

Collections are much tighter because agents are unable to get money from the assureds as easily as they have. Many agents are carrying accounts either wholly or partially for good customers who are temporarily cramped. Many localities have been hard hit because of business conditions and the protracted drought.

One observing manager calls attention to the fact that a larger proportion

of dwelling house policies than heretofore are being written on the annual plan. Commenting on this fact he said:

Cut Down on Insurance Expense

"Heretofore when our office noticed a dwelling policy being written on the annual basis, we always queried it. We felt that the holder was on the eve of selling his property, was hard up or was embarrassed in some way. We tagged these dwellings when they came in and referred them to the field men for inquiry of the local agents on their visit. Recently these yearly dwelling policies became so common that we had to give up our former practice. It is an indication of the condition of the times. People are retrenching in many ways. They have not the money to pay for a policy on the term basis although in so doing they would save. They are compelled to count the cost and for that reason they are taking steps to reduce any abnormal monthly outlay. They want the protection no doubt. In a large number of cases we find that people are cutting down amount of their insurance. They find they cannot afford to carry what they have in the past. We have noticed on our renewals the effect of business conditions in this direction."

eration of an insurance department or other administrative function of the state. "I believe that such procedure amounts to carrying the administrative elements of government too far," the commissioner declares. "Such matters should properly be conducted by a private or individual enterprise reasonably regulated."

Under the statutes of Iowa the commissioner expressed the opinion that the filling out and filing of a questionnaire by applicants for agents' licenses could not be required. The courts, he believes, would order the department to issue licenses when the applicant had complied with the statutory requirement, which is making application.

Benefits Would Result

"If the statutes were amended, authorizing this department to require a questionnaire, the information procured would, I believe, it would be of tremendous value to the companies and would be of benefit to the insuring companies," Mr. Yenter states. "It would do much to cut down the promiscuous appointment of incompetent and unfit persons as insurance agents."

Although he has not made an exam-

Percy Goodwin in Sales Talk

Bids Agents' League of Washington to Join National Association

NON - MEMBERS REBUKED

Tells Record of National Group and Dwells on Fight Against Church Properties Corporation

An analysis of what the National Association of Insurance Agents has accomplished in behalf of the individual agent and what it is undertaking in behalf of the agent today was presented by Percy H. Goodwin, chairman executive committee National association, before the Insurance Agents' League of Washington in session at Tacoma. Mr. Goodwin made his presentation in successful attempt to win the Washington league to the National association.

In Seattle, the speaker declared, there are 85 members of the National association, while there is one member each from Spokane, Yakima, Bellingham, Bremerton, Chehalis, Everett and Hoquiam. "This is your only contribution," he declared, "to the one organization that stands between you and the branch office system, the writing of your choice business over your heads, your right to build up a business to hand down to posterity."

Association's Achievements

The National association has brought discredit to overhead writing, Mr. Goodwin mentioned as first of its achievements during its 35 years. It has given agencies, he added, a monetary value by establishing the right of the agent to ownership of expirations; it has virtually put an end to rate wars; it has brought about almost complete elimination of underwriting annexes, "the excuse for multiple appointments."

The National association, he continued, has secured establishment of uniform blanks. It has held in line appointment of bank agencies—"something that strikes close to the heart of every west coast agent."

By winning of the famous Chrysler-Palmetto case, Mr. Goodwin declared, the National association has established in the Supreme Court of the United States the constitutionality of resident agents' laws, "preventing invasion of your field by any outside agent or broker who can control a big line."

Non-Member Is Slacker

"These things the National association has accomplished for the benefit of every insurance agent in this country. What has the non-member done to deserve them?" Mr. Goodwin concluded rhetorically.

Among the crusades which the National association is undertaking today, Mr. Goodwin reported, is the fight on

(CONTINUED ON PAGE 34)

Ellis to Explain Plan

At the fall meeting of the New England Insurance Exchange, to be held at Boston Oct. 11, Warren W. Ellis, assistant to the general manager of the National Board, will address the members on the public relations campaign of the latter organization.

Louisiana Commission Has Hearing on Lobbying Costs

BITTER DEBATE IS RESULT

Wegmann and Saint Strongly Oppose Use of Public Funds to Push Bill But Are Beaten

NEW ORLEANS, Aug. 6.—Use of insurance money obtained from the state premium tax to fight insurance companies in the Louisiana legislature was charged by John X. Wegmann of the Lafayette Fire in a bitter battle at a special meeting of the Louisiana insurance commission called by Chairman John D. Saint to debate whether the commission should approve and pay expenses of members in lobbying at Baton Rouge for a legislative bill.

Expenses of two commissioners during the legislative session were finally approved by a vote of two to one, Chairman Saint voting "No."

Protest Expense Restriction

The bill in question would have restricted companies to an expense ratio of not more than 42 percent, which was felt by carriers to be contrary to their interests, and has been protested by the Fire Rating & Prevention Bureau. Mr. Wegmann also protested the setting of a precedent which would permit any two commissioners to hold a meeting at any time and act officially for the commission.

This protest referred to a special meeting of Commissioners Fernand Mouton and R. M. Walmsley at which they were reported to have authorized payment of their expenses while lobbying in the legislature. Attorney-General Percy Saint, uncle of the commission chairman, has held this meeting to be illegal and that the commission is not authorized to have legislative programs or pay members for lobbying.

Commissioner Reimburses Self

It was revealed that Commissioner Mouton drew a check on the commission reimbursing himself, Commissioner Walmsley did not attempt to do so, and Secretary A. E. Blackmar of the commission returned unspent the amount he drew.

Chairman Saint said the special meeting at Baton Rouge was held without his knowledge and he was denied the right of attending because his notice reached him five hours after the meeting was held. At this special meeting it was said Commissioners Mouton and Walmsley, and Mr. Blackmar put the commission on record as approving senate bill 241 limiting company expenses, to which Chairman Saint is opposed.

British Government in Aid

The British government has undertaken to grant whatever amount of insurance the marine market is unable to furnish for the proposed new express liner of the Cunard Steamship Company, thereby warranting the corporation in executing a contract for the building of the vessel. The new liner, which will seek to regain for Britain the speed laurels of the sea from Germany, will cost in the neighborhood of \$30,000,000, or about twice the amount of indemnity to be had from insurance companies. Hence the appeal of the Cunard company to the government for its aid.

Heavy Loss Near Buffalo

BUFFALO, N. Y., Aug. 6.—Water seeping into a cargo of limestone, which absorbed the fluid and then shifted, caused the destruction of the steamer George J. Whelan in the worst Great Lakes marine disaster of the present season, 40 miles west of here last week. Fifteen men were drowned and the steamer was lost. The loss to underwriters and compensation companies will be heavy, although the total has not been determined.

Is Toastmaster



ERNEST PALMER
Manager Chicago Board

Ernest Palmer of Chicago, manager of the Chicago Board, well known after dinner speaker, famous wit and general good fellow, has been chosen as toastmaster for the annual banquet at the meeting of the National Association of Insurance Agents at Dallas in October. Mr. Palmer has a wide reputation among insurance people as one of the most finished post prandial orators of the day.

Reading Local Agents Hit Pacific Fire Fleet Practice

The Reading, Pa., Insurance Exchange has taken action with regard to the Pacific Fire. It is charged with cutting rates in the city while writing at tariff rates in other parts of Pennsylvania. The exchange has adopted a resolution stating that it has been proved to its satisfaction by investigation of the records of the state insurance

department and members of Eastern Underwriters Association, Western Underwriters Association and middle department that certain members of these organizations are continuing the practice of reinsuring or ceding business under treaty to the Pacific Fire and its allied companies, "which companies are writing at rates lower than those promulgated by the Underwriters Association of the Middle Department." The resolution declares that the activities of the Pacific Fire and its fleet have resulted in a series of inroads on the business of local agents in Reading. The resolution states that the "extension of the reinsurance facilities to the Pacific Fire fleet in any territory, whether at tariff rates or not, is detrimental to the business of any company and its representatives who believe in uniform and joint action governing rules, regulations and rates."

Rossia International Elects

New directors of the Rossia International elected at its meeting in Hartford this week, include Stephen Baker, George H. Burt, Alfred H. James, C. F. Sturhahn, Charles B. Wiggins, Rodnew Hitt, G. C. House, Charles G. H. Sargent, C. W. Higley, Frank B. Layton, Samuel C. Fennell and Fuller F. Barnes, all of whom are likewise on the board of the Rossia.

Other new directors chosen for the former corporation are W. Klein of the Germania Life, M. T. Koepcke, general manager Assecuranz-Union; J. A. Milholland, vice-president International Manhattan Company; B. Stycket, foreign manager Rossia of America; J. Stycket and Oscar Thieme, assistant manager and resident vice-president of the Rossia in Hamburg. Directors of the Rossia International reelected are B. N. Carvalho, Charles W. Gross, George E. Jones, T. B. McDermott and W. H. Ford.

Merchants Fire Dividend

A quarterly dividend of 50 cents per share on the 300,000 shares of common stock, par value \$10 per share, and \$1.75 per share on the 10,000 shares of preferred stock, par value \$100 per share, has been declared by the Merchants Fire of New York. The dividends are at the same rate as those paid prior to the increase in stock.

CONDENSED NEWS OF WEEK

Commissioner Yenter of Iowa defines position on agency qualification law. **Page 3**

Percy H. Goodwin tells Washington agents of National Association's work. **Page 3**

Reduction of rates in central western territory results in an average loss of income of about 12 percent. **Page 3**

Ernest Palmer, manager Chicago Board, secured as toastmaster for Dallas convention of agents, Governor Moody of Texas to speak. **Page 5**

Washington agents vote unanimously to enter National Association of Insurance Agents at Tacoma convention; Goodwin stirs things up on coast. **Page 4**

Hearing on injunction to limit oil drilling in Oklahoma City continued until Sept. 15. **Page 8**

H. E. Boning goes to Chicago in western transfer of Milwaukee Mechanics western department. **Page 6**

Strong trend toward consolidation of local agencies to reduce overhead expense ratio noted by company officials. **Page 5**

Kentuckians plan another sales congress to be held at Lexington Oct. 3. **Page 6**

Companies and Chairman Saint of Louisiana insurance commission protest lobbying of members at expense of official funds. **Page 4**

E. J. Schofield, vice-president Standard Accident of Detroit since 1925, will become vice-president of the Globe Indemnity in charge of agencies. **Page 31**

Company official comments on Pennsylvania decision in mutual case. **Page 5**

Gresham Ennis, who has been an official of the marine office of William H. McGee & Co., goes to Crum & Forster in charge of the Transportation department. **Page 8**

Percy H. Goodwin, chairman executive committee National Association of Insurance Agents, speaks before Oregon agents. **Page 9**

Attractive program arranged for annual meeting of Michigan Association of Insurance Agents Sept. 3-4 at Port Huron. **Page 16**

Minnesota Association of Insurance Agents announces its annual meeting program. **Page 18**

Rates for open stock burglary and theft cover in transportation forms announced under marine-casualty agreement. **Page 31**

Payroll audits hold firm despite business recession, indicating unemployment not so serious as reported. **Page 33**

Receiver appointed for Lumbermen's Reciprocal and Security Union of Houston on petition charging impairment. **Page 32**

Michigan department officials declare Clyde B. Smith's criticism of reserve methods is justified, but remedy difficult to find. **Page 32**

National Bureau is notified of fleet rating abuses in Illinois. **Page 34**

Observations are made on the casualty field from the home office standpoint. **Page 31**

Washington Agents Vote to Enter National Group

GOODWIN FEATURE SPEAKER

Executive Chairman Stirs Things Up on Pacific Coast—Chehalis Man Re-elected President

TACOMA, WASH., Aug. 6.—Unanimous vote to affiliate with the National Association of Insurance Agents Sept. 1 was taken by the Insurance Agents League of Washington in convention here. It is anticipated that the organization will start with at least 150 qualified members.

Harry Coffman of Chehalis was re-elected president for his seventh term. R. J. Martin of Spokane becomes vice-president. New members of the executive committee chosen are C. B. White, Seattle; W. R. Booth, Everett; E. B. Arthaud, Hoquiam; Harold Mann, Tacoma, and John McCall, Aberdeen.

Governor Is a Speaker

Governor Roland Hartley of Washington was the main speaker at the dinner. Many good papers were read at the meetings, the best being those on rate making and merchandising by J. F. Davidson, Tacoma, and separation by Howard Spear, special agent Atlas Assurance. President Coffman awarded bronze medals for exceptional service during the past year to George Thieme and Harry Briggs, Seattle; Rogan Jones, Aberdeen; Harry Paxton, Walla Walla; Harry Hayward, Tacoma; T. L. Ross, Wenatchee; E. B. Arthaud, Hoquiam; Wallace Miller, Yakima; Harry Anthony, Spokane; J. E. McGovern, Spokane.

The outstanding address was by Percy H. Goodwin, chairman executive committee, National association, who also addressed the Spokane local association. Mr. Goodwin reports that 21 agents were present, and 18 joined the National association. He addressed the Portland exchange Monday, and in addition addressed the Seattle exchange, which will join the state and National associations in a body. All these organizations gave Mr. Goodwin a rousing reception.

The Washington convention decided to endeavor to pass agents' qualification and limitation laws.

Other Speakers at Dinner

Speakers at the dinner in addition to Gov. Hartley and Mr. Goodwin were a deputy representing Commissioner Fishback, Mayor Ferncut, Tacoma; J. K. Woolley, manager Washington Rating Bureau; Charles Leake, assistant manager rating bureau; Walter Keene, insurance examiner; C. H. Cole, new deputy commissioner; Fred Clarke, attorney of National Board; B. K. Campbell, National Bureau of Casualty & Surety Underwriters. Considerable complaint was made by many agents that companies are not enforcing separation rule; also against fire general agents writing direct and local agency business in Seattle and throughout the state in direct repetition with their own agents.

Subscribers' Committee to Use Posters in Missouri

Until a final decision is reached on the advisability of adopting an advertising campaign in Missouri newspapers, the subscribers' actuarial committee has arranged to provide agents in Missouri with posters setting forth the viewpoint of stock fire insurance companies in the Missouri rate controversy. This does not necessarily mean that the newspaper advertising campaign is to be abandoned, but merely is a measure immediately to get the propaganda before the Missouri public. The posters have been so designed that they will be suitable for display in the windows of agencies.

Palmer Chosen as Toastmaster

Nationally Known Wit Accepts Invitation to Dallas Agents Meeting

SHAPE PROGRAM DETAILS

Gov. Dan Moody of Texas Among Speakers Scheduled for National Association Convention

NEW YORK, Aug. 6.—Interest in the next annual convention of the National Association of Insurance Agents at Dallas, Oct. 7-10, already keen, has been heightened by announcement that Ernest Palmer, general manager of the Chicago Board, will be toastmaster at the get-together dinner, and that Governor Dan Moody of Texas will be the principal speaker. C. L. Duncan, recently retired as president of the Texas Association of Insurance Agents, is also down for an address.

Palmer Nationally Known

Mr. Palmer enjoys a national reputation as a toastmaster and the National association is considered fortunate in securing his pledge to act in this capacity at Dallas.

The Dallas committee, of which R. W. Thompson is general manager, is driving to complete plans for the convention, and has secured the services of Burton Shannon as manager of the affair to act under supervision of the general committee.

Entertainment features already determined on include a complimentary dinner by the Dallas exchange to the officers and executive committee of the National body Sunday evening preceding the business sessions.

Ladies in attendance at the gathering will be accorded bridge parties, show styles, drives and golf. It is predicted that there will be no quiet moments during the entire convention period.

A feature will be the past presidents' dinner, which will take place either Wednesday or Thursday evening. Official headquarters will be the Adolphus Hotel, though some of the meetings will be held at the Baker Hotel. With every promise of a large attendance, agents planning to go to Dallas are urged to secure reservations promptly, addressing W. R. Ellis of Dallas, chairman of the hotel committee.

Mell With National Liberty

P. H. Mell, newly appointed resident secretary at Philadelphia for the National Liberty group, recently resigned as manager of the branch office of the America Fore fleet in the same city. The Philadelphia department of the National Liberty group will continue under the management of Percy G. Buck and the Philadelphia suburban field in charge of T. Morgan Williams.

FARMER MUST PAY FOR FIGHTING FOREST FIRE

RICHMOND, Aug. 6.—Under a new Virginia law, anyone responsible for starting a forest fire is liable for the costs incurred by state and county in suppressing such fires. A farmer of Fluvanna county was fined \$20 and also required to pay \$195 to reimburse the forestry forces in suppressing a serious fire in that county recently.

Agents Asleep at Switch

Harp on Wrong String on Erie School Board Case—Assessment Liability of Mutuals Must Be Added to Bid on Public Property

"Mutuals ought to sing low about the school case at Erie," remarked a company man in commenting on the controversy over the right of mutual companies to insure public property. "It is true the local court at Erie was reversed, but the Pennsylvania supreme court decision was as bad for the mutuals as the lower court's ruling. The case was sent back for further consideration" and the supreme court showed that it expected to have to pass on it again.

"As so often happens when the lawyers on both sides misapprehend their case, the supreme court was not able to clarify the matter by a clean-cut decision, but had to send it back for a new start.

Assessment Is Part of Bid

"The supreme court held in effect that a mutual's bid is not the cash premium, but the ultimate amount that the school board or other body could be required to pay. This means that the assessment liability must be added to the cash premium in considering the bids. No better competitive condition could be desired by the agents in meeting the mutuals. It is true that on the merely technical right to insure in mutuals the mutuals won, but in practice, if the assessment liability must be added to the cash premium they are automatically made the high bidders and can never get the business. If the agents would harp on the right string they would win every time.

"Inasmuch as the controversy seems to be hot between William MacInnes, head of the automobile division of the American Surety, and A. V. Gruhn, general manager of the American Mutual Alliance, it may be well to recall the language of the Pennsylvania supreme court. On the subject of premium the court said:

Court Reiterates View

"In effect, the consideration given by the insured is the cash deposit—a portion of which, experience indicated, will be returned, except in case of overwhelming and unusual losses—and the promise to pay an additional amount in case of necessity, not exceeding a fixed limit. The money advanced and the covenant to pay more, if occasion required, constitutes the real premium."

"If that doesn't mean that the assessment liability must be added to the cash premium in considering the bids, then we need a new dictionary. But the idea runs through the whole decision. At another place in its decision the supreme court says: "Assessments" and "premiums" are interchangeable words and mean the same thing. They are the consideration for the contract." This is quoted with approval from Hill

vs. Farmers Mutual, 129 Mich. 141, so there are at least two state supreme courts that hold the same view. Another sentence from the Pennsylvania decision is: 'The responsibility for an additional limited assessment is part of the consideration and it so appears in the contract.'

Mutual Can't Be Low Bidder

"If the assessment liability must be added to the premium, what chance is there of a mutual being the low bidder? There is a lot more in the decision to the same effect. The agents have been asleep at the switch. The National association should reprint the Pennsylvania supreme court decision, with the important parts in black type, and supply its members with copies. Your own paper pointed out the real effect of the decision when it was rendered last June. It is a wonder the mutuals dare to mention it.

"The controversy was over the constitutional provision forbidding the 'lending of credit' to private companies. Naturally, construing the premium as it did, the supreme court held that the school board was not 'lending its credit' to the Arkwright Mutual, but rather the other way around, that is, the court said the company was lending credit to the school board. This again emphasizes the supreme court view on the bid, because unless the assessment liability was part of the premium, where was the lending of credit?

Double Rivetted by Facts

"To double rivet the court's opinion the facts can be referred to. The Arkwright Mutual is one of the 'mill mutuals' which charge a very large cash premium and then pay a large cash dividend. In this case the cash premium, as stated in the opinion, was \$27,900, with a hoped for dividend at the end of the year of 85 percent, making the net cost \$4,185. Now if the school board puts up \$27,900 cash to cover an expected insurance cost of \$4,185, how can it be said, as the supreme court does say, that the Arkwright Mutual is lending credit to the school board? Solely because of the additional assessment liability of five times the cash premium, that is, what the supreme court describes as 'a further contingent liability limited to five times the initial payment.'

"The citation of the Erie case in the supreme court is F. B. Downing et al. vs. School District of the City of Erie, Arkwright Mutual Fire Ins. Co., in the supreme court of Pennsylvania, eastern district, January term, 1929. Any agent in competition with mutuals on public property ought to get in touch with his lawyer and borrow a copy of the Pennsylvania reports for 1929."

Williams Building Up Fine Plant in Kansas City Area

Charles F. Williams of Kansas City, Mo., general agent of the Union of Indianapolis in western Missouri, has had to move to larger quarters for the third time during the last year in the National Fidelity Life building owing to increased demands. Mr. Williams is a young man 29 years of age. A year ago he had appointed 75 agents, going over the field and getting them himself. Now he has about 250 agencies, the plant being developed entirely by his own personal efforts. He is an indefatigable worker and accomplished the remarkable results in 18 months. He has a large acquaintance.

Transportation Moves to Crum & Forster Building

The chief offices of the Transportation have been removed to the Crum & Forster building, 110 William street, New York City. Control of the company was secured by Crum & Forster interests early in the present year. Gresham Ennis, formerly a vice-president both of W. H. McGee & Co. and of the Transportation, has resigned the former connection.

Write Joint Policy on Coast

The Yorkshire Indemnity is writing a joint automobile policy with the Seaboard Fire & Marine on the Pacific Coast.

Agency Merging Trend Is Seen

Financial Difficulties and Advisability of Cutting Overhead Responsible

ECONOMIC CHANGE NOTED

Company Officials Find Producers Critical of Representation and Excess Commission Offers

NEW YORK, Aug. 6.—Company officials in close touch with field conditions note a pronounced trend of local agencies toward consolidation. This tendency is stronger now than it has been for a long time, and is likely to increase unless there is marked improvement in business conditions this year.

Two primary reasons are noted by executives as responsible, lack of capital in small agencies to finance accounts, and desire to cut down operating expenses and thus increase net profits.

Collections Are Troublesome

Prior to the market slump last fall, which has been followed by widespread depression in industrial and commercial fields, assureds as a rule paid premiums promptly and most agents were able to and did comply with collection requirements of their companies. In recent months, however, assureds, some of considerable magnitude, have been holding off on payment, so that unless an agent can carry the account himself, or secure help from his bank, he is very apt to lose the business.

Faced with this alternative, a considerable number of agents have elected to join offices with which they formerly competed, usually being given an interest in the enlarged agency. Occasionally they sold out altogether.

Consolidation Cuts Expense

Agencies with ample financial backing have been able considerably to enlarge their clientele through purchase of or consolidation with other offices, and the added income obtained has substantially reduced expense ratio. As a rule the older offices gain too in securing services of men who are competent solicitors but have been unsuccessful purely through lack of capital. Once relieved of the financial burden and in position to devote their entire energies to seeking and securing risks, the younger agents add vigor to older offices with which they affiliate.

Excess Offers Less Tempting

Managers state that local agents are far more careful today as to the character of company they represent. Excess commissions no longer have the strong appeal that they had when new companies were formed daily. Agents have discovered that if they expect to remain in business they must represent institutions of solid financial strength; able and willing to render service expected by assureds and to which they are entitled.

While still anxious to get as liberal terms as possible, local agents now appreciate that if they are compensated beyond the generally recognized scale, it is very apt to be at the expense of service to their clients.

Charles Sayles, well known marine man and dean of the cotton insurance brokers, died in New York last week at the age of 64. He had been connected in later years with Johnson & Higgins in New York. For some time he specialized on cotton insurance.

Arson Is Held Under Control

Cooperation of Authorities of Great Assistance to National Board Squad

OUTLOOK IS OPTIMISTIC

Investigators Arrest Many Incendiaries in Drive to Offset Increase from Stock Crash

NEW YORK, Aug. 6.—By virtue of fine cooperation from fire marshals and police officials of many states, the National Board's arson department has been able to round up a number of professional incendiaries and put a damper on activities of others.

Public authorities have come more and more to realize that arson is a crime against organized society, and not merely against fire companies, and have been far more alert in tracking and prosecuting incendiaries. While several organized gangs have been broken up, individuals making a business of firing properties are still active and National Board representatives with state and local police, are concentrating on this class.

Arson Is Now a Business

The professional arsonist has a definite scale of prices for his services. The charge for firing a building ranges anywhere from \$100 to \$1,000, depending on the amount of insurance involved and percentage of profit to be derived by the assured.

One method pursued by the fire-bug is to purchase a building, making a small down payment, securing a limited first mortgage, and also a generous second mortgage from an accomplice. After the fire the mortgagees make claim for their equities. It is difficult to obtain sufficient evidence to convict in cases of this kind.

When the crash in the financial market occurred last October, fire underwriters anticipated it would result in many incendiary fires, and the arson department was warned to be unusually alert. The anticipated heavy increase, however, failed to materialize until recently. It is believed that merchants and manufacturers, inclined to "sell out" to the carriers, hoped that conditions would improve so they could continue in business, and adopted extreme measures only when the slow business recovery forced them to give up the struggle.

Florida Experience Cited

An evidence of what may be done to check such fires is the excellent experience in Florida following collapse of the land boom, when authorities announced they would investigate every suspicious fire and prosecute all arsonists. Few doubtful fires occurred, although long experience indicated strongly to company executives that a sharp increase might be expected in Florida as a result of heavy losses on property suffered by thousands of property-owners.

Policy Description Ignored; Company Loses Florida Case

TALLAHASSEE, FLA., Aug. 6.—The Florida supreme court has reversed judgment of the Pinellas county circuit court in which a directed verdict was given the Southern Home of the Carolinas against Mary A. Price on a fire policy. The woman purchased a lot in St. Petersburg, with two dwellings, one a five-room bungalow and the

Fewer and Better Companies; Fewer and Better Agents

One of the foremost company executives, a keen observer, a man who has had wide experience and possesses a knowledge of the issues of the day, says that the battle of the future will be between stock companies and mutuals. He declares that insurance companies are merely distributors of loss money. Making further observations he says, "Every business effort must have as its principal background the public good. The loss must be distributed as economically as possible, consistent with safety. No system of distributing the loss can continue on the basis of high acquisition cost and high rates.

Stock Sounder Than Mutual

"Stock insurance is fundamentally sounder than mutual and will survive. It can give more general service. It involves no liability on part of the policyholder. It is operated for profit and in our democratic system of government, institutions operated for profit give better public service than those operated by the state or on a socialistic basis. Mutual insurance is essentially socialistic. However, to function more efficiently there must be fewer and better stock companies and a reduced expense ratio. That is the salvation of stock insurance and the salvation of the American agency system which is dependent on stock insurance. We must have fewer and better agents. Both the companies and agents will eventually get together on this basis.

Opposed to State Control

"I am opposed to the idea of control of acquisition cost by the state. The vast majority of thinking underwriters agree with this position. I am not only

opposed to the control of acquisition cost but also the control or supervision of rates. The present anti-discrimination law, in my opinion, is essentially discriminatory. The states as a rule will not permit different rates on the same classes in different sections of the state. There is no state where dwelling house risks, for example, are not more desirable in certain sections than in others. The insurance companies realize this through experience. If not restrained by foolish laws they would more equitably distribute insurance cost than the state can. Desirable assureds, desirable risks and desirable localities would benefit if competition were allowed to rule. As it is now, all are thrown in the same pot, good, bad and indifferent. Competition would separate the sheep from the goats in the insurance business.

"Buying" Agents and Business

"I do not think that companies are justified in advancing commissions throughout the country in the effort to entice agents and business by 'buying' them. High commissions will allure the side-liner. Companies that are paying these high commissions are bringing into the business the butcher, the baker and the candle stick maker. There is no economic need for these. They are distinctly opposed to the interest of the established and qualified agents. Organized companies and organized agents must work out their salvation. All effort must be in the direction of the most economical distribution of the loss consistent with safety. Only through the elimination of the unfit, fewer and better companies and fewer and better agents, can this be accomplished."

Banker Talks on Ocean Marine Cover

NEW ORLEANS, Aug. 6.—It is more necessary than ever for shippers to make sure that their ocean marine cover safeguards against every possible happening, due to the fact that long efforts so far have failed to make ocean lading conform to international regulations, and because shippers must accept whatever form of contract ocean carriers are willing to extend, G. S. Hensley, vice-president Whitney National Bank of this city, advises in a talk on "Marine Insurance of Cotton Shipments."

Advisory Service Essential

He says the framing of a marine insurance contract calls for a high degree of knowledge and skill, wherefore shippers should leave these technical details to experienced brokers and agents.

"Such a multitude of mishaps befall ships and their cargoes from causes obscure in origin or beyond the control of organized or individual effort," he says, "that risk of loss to the shipper is ever present. The elements of risk vary with specific factors of individual

shipments. While it is vital to guard against every contingency likely to occur, it is waste to pay for coverage not applicable to a particular foreign movement. Competent insurance brokers will see to it that maximum protection is afforded at minimum cost."

Explains Cotton Situation

He says cotton shipments do not present so great a problem. Movements are confined to Great Britain and Continental Europe, Japan and China, and occasionally to India, all lying along well-beaten ocean lanes where handling facilities are modern and the factor of safety is high. Mr. Hensley makes the point that while railroads are liable for damage and loss, ocean carriers under the strictly limited governing contracts or ocean bills of lading are held accountable in a general sense only for losses caused by their negligence in loading, stowing or delivering. This makes individual ocean cover essential for all shippers, and offers wide opportunity for service on the part of insurance agents and brokers.

Texas Prudential Expands; Is Now Entering Missouri

Members of the Blue Goose will be interested in the news that the Texas Prudential of Galveston, the life insurance company with which the order has formed its new group contract, has arranged to enter Missouri, its first scene of operations outside of Texas. The W. Rogers Primm Agencies, Inc., with offices in Springfield, Mo., have been appointed state managers for the company. The Texas Prudential until recently was titled the First Texas Prudential.

Transfer Boning in Move of Milwaukee Mechanics

WITH FIREMEN'S IN CHICAGO

Western Departments of All Bassett Companies Are Now Under Clark

H. E. Boning, assistant secretary Milwaukee Mechanics, has been moved to Chicago in the transfer of the western department to Chicago under Herbert A. Clark, western manager Firemen's group. Mr. Boning's new title is superintendent of agents, a rank with the Firemen's corresponding with that of assistant secretary with the Milwaukee Mechanics.

Mr. Boning has spent his entire career with the Milwaukee Mechanics, starting 29 years ago. For many years he traveled Ohio and West Virginia and 12 years ago was brought into the Milwaukee home office.

Bernard Alaback, one of the leading examiners for the Milwaukee Mechanics, has also been transferred to Chicago. He has been in its service for nine years, also getting his first experience in the Ohio field.

All states under the jurisdiction of the Western Insurance Bureau are now reporting to Manager Clark except that agents in Milwaukee county are still reporting to the home office in charge of President C. H. Yunker. Ernest Ebert, assistant secretary, is Mr. Yunker's chief assistant in Milwaukee.

With this transfer, the western departments of all companies in the Firemen's group are under the jurisdiction of Mr. Clark.

Kentuckians Plan Another Sales Congress in October

LOUISVILLE, Aug. 6.—Leo E. Thieman, secretary Kentucky Association of Insurance Agents, reports that the program is shaping for a central Kentucky district sales congress to be held at Lexington Oct. 3 under auspices of the Kentucky association and the Lexington Board. Charles J. Smith and Tom Woodruff of Lexington are the committee on arrangements.

Among acceptances are: Laurence E. Falls, vice-president American of Newark, who will discuss "Use and Occupancy"; J. V. Bowman, field man, Fire Association, Kentucky, on "Cooperation of Local and Special Agents on Production."

Other Speakers Scheduled

Rodes Arnsperger, president Lexington board, will be chairman. Norman I. Taylor, Burnside, Ky., president of the state body, will talk. William E. Clark, Kentucky Actuarial Bureau, Louisville, will talk on cooperation between bureau, agent and field representative. R. A. Palmer, Palmer & Burnett, general agents Fire Association, Atlanta, will speak on conditions and prospects for fire insurance today, and the fire insurance business as he sees it.

R. P. DeVan Also Invited

Invitations have also been extended to R. P. DeVan, Charleston, W. Va., former president National Association of Insurance Agents, and now member of its executive committee; J. Howard Wells, special agent Hartford Fire, and Keene Johnson, Richmond, Ky.

All agents in the state are invited to attend, whether affiliated or not. The congress will be similar in some respects to the one held here in June in connection with the annual meeting of the state association. A large attendance is expected at Lexington, which as the metropolis of the bluegrass region is easily accessible from eastern, northern and central Kentucky, as well as much of central western Kentucky.

THE REWARDS OF INSURANCE

Some men are born into the insurance business, some are attracted by the opportunity it offers for public service, while others just drift in. It offers as one of its fascinating features the privilege of safeguarding the life and property interests of the nation.

So to all engaged in it go rewards, not alone financial, but those resulting from a sense of public duty well done. The satisfaction of participating in a great contribution to the nation's welfare extends to all in the business, agents, company men and others. For insurance is a business that, perhaps more than any other, combines the practical with the ideal.

This is one reason why it is so intensely interesting to those engaged in it. This explains, too, why pleasant, cordial relationships among companies and agents mean so much.

It is the constant aim of every company in the Corroon & Reynolds' Group to carry on its business in this manner. And that is another illustration of what we mean by an agency-minded attitude, as well as one more reason why agents like to do business with companies in the "C. & R." Group.

American Equitable Assurance Company of New York
Capital, \$2,000,000.00

Bronx Fire Insurance Company of the City of New York
Capital, \$1,000,000.00

Brooklyn Fire Insurance Company
Capital, \$1,000,000.00

Globe Insurance Company of America
Pittsburgh, Pa.
(Incorporated 1862)
Capital, \$1,000,000.00

Independence Fire Insurance Company
Philadelphia, Pa.
Capital, \$1,000,000.00

Independence Indemnity Company
Philadelphia, Pa.
Capital, \$1,250,000.00

Jefferson Fire Insurance Co.
Newark, N. J.
Capital, \$400,000.00

Knickerbocker Insurance Company of New York
Capital, \$1,000,000.00

Liberty Bell Insurance Company
Philadelphia, Pa.
Capital, \$1,000,000.00

Merchants and Manufacturers Fire Insurance Company
Newark, N. J.
(Chartered 1849)
Capital, \$1,000,000.00

New York Fire Insurance Company
(Incorporated 1832)
Capital, \$1,000,000.00

Republic Fire Insurance Company of America
Pittsburgh, Pa.
(Incorporated 1871)
Capital, \$1,000,000.00

Sylvania Insurance Company
Philadelphia, Pa.
Capital, \$1,500,000.00

Corroon & Reynolds

INCORPORATED

INSURANCE UNDERWRITERS

Manager

92 William Street

New York, N. Y.

Hearing on Writ to Limit Oil Regulation Continued

ON SEPTEMBER 15 DOCKET

Cromwell-Franklin Suit Will Test Oklahoma City's Authority Over Drilling in City Limits

Hearing on an application for injunction to restrain Oklahoma City from interfering with the drilling on a tract opposite the capitol was continued until Sept. 15 when the case came before Federal Judge Vaught of the western Oklahoma district. City Counsellor McKenzie had filed a motion to dismiss the application on grounds of jurisdiction. Possibly the case will be taken up on its merits on Sept. 15.

The outcome of this litigation will be interesting to fire insurance interests because it will test the power of Oklahoma city authorities to confine oil well drilling within the corporate limits. Application to the court by the Cromwell-Franklin Oil Company for this injunction was filed after the city council had passed an order restricting oil drilling within the city to the so-called U-7 zone. This zone lies south and east of the city and most fire insurance observers stated that if drilling is confined to that area, the oil hazard will not be grave. The Harn tract, which is in dispute, is north of the U-7 zone.

Harn Tract Is Problem

Some uneasiness is felt about the application of the Cromwell-Franklin Oil Company because that company is said to have obtained a drilling permit for the Harn tract four days before the tract was taken into the city.

Demand that the state department consider all sources of income of fire insurance companies operating in Oklahoma before taking action on the appli-

cation of the Oklahoma Inspection Bureau for a \$1 per hundred dollars flat increase in fire insurance rates in Oklahoma City, has been made by Mayor Dean and City Attorney McKenzie. Hearing on this application for increase before the state board is scheduled for Aug. 15, but it is freely predicted that the hearing will be continued.

The petition, filed by the city officials, contends that fire insurance rates in Oklahoma City are already too high and requests the department to call on all companies operating in the city to furnish figures showing all rental receipts, investments, interest receipts, and other income sources as well as dividends to stockholders of the last five to seven years.

Goes With Crum & Forster

Gresham Ennis, who has been connected with the marine office of William H. McGee & Co. of New York for many years, has resigned to go with Crum & Forster. The Transportation, which has had its home office with McGee & Co., has moved to the Crum & Forster building. Control of the Transportation passed to Crum & Forster some time ago. They also bought the Transportation Indemnity. McGee & Co. had a contract to manage the marine department of the Transportation.

Mr. Ennis continues as vice-president of the Transportation and Transportation Indemnity. He spent some time in Great Britain several years ago studying the insurance methods of that country and absorbed considerable general knowledge as well.

Miami Has Low Fire Record

Fire Chief Roberts reports great improvement in the Miami, Fla., fire record for the year ending June 30. The per capita loss during the year was only 91.1 cents, which is contrasted with \$2.33 in 1927-28 and \$1.61 for 1928-29.

During the year there were 1,174 fires, of which only 27 got beyond the build-

Discontinue Special Fire Department Levy in Omaha

MAY BRING RATE INCREASE

Predict Retirement of Firemen and Termination of Buying Fire Apparatus

By a vote of 4 to 3 the Omaha, Neb., city commission voted to discontinue the special half mill levy, part of which has been used for the purchasing of new fire apparatus, paying firemen's pensions and in maintaining the staff. Some city officials predict that this reduction in income will result in the retirement of many firemen and will end the purchase of new fire equipment.

The special levy, which was authorized in a referendum two years ago, produced \$135,000 last year. Part of it was used for new police equipment. In accordance with an agreement entered into with the insurance interests, rates representing a \$350,000 a year reduction were made during the last year, and, if the levy were continued, other reductions were projected.

Whether discontinuance of this levy will place Omaha in a lower class and result in a higher fire insurance rate is a question for the Nebraska Inspection Bureau.

ing in which they started. The value of the property involved was \$2,279,722, of which \$1,617,722 was in buildings and \$622,000 in contents. Insurance on buildings was \$991,039 and on contents \$458,450, a total of \$1,449,489. Insurance loss on buildings was \$60,201 and on contents \$13,434, a total of \$73,635. The total loss both insured and uninsured was \$100,685. This compares with \$392,091 in 1927-28 and \$213,283 in 1928-29.

Find Further Reductions in Expenses Hard to Make

COMPANY OFFICIALS WORRIED

Efforts to Reduce Costs, to Keep Underwriting Results on Right Side, Apparently Unavailing

NEW YORK, Aug. 6.—With new business hard to obtain, losses mounting and expenses apparently at the irreducible point, company officials are none too happy these days. Every feature of the business is being watched carefully, field and office employees having been instructed to do their utmost to increase income and hold down costs, so that the underwriting results, when the record for the year is made up, will not appear in the "red." Try as they will, company executives have been unable to cut costs, although items that formerly were left to the judgment of divisional heads are now scrutinized by the important executives, in an effort to discover whether they may be reduced, and a dollar here and there saved.

Special agents' accounts are closely scanned and itemized records insisted upon. The lumping of expenses under the general term "miscellaneous" no longer gets by.

Yet in spite of their utmost effort expense ratios are creeping up, and with several companies are close to the 50 percent mark. Anyone who will come forward with a practical scheme for keeping the expense ratio down, in the face of a reducing income, will be acclaimed a Moses. Thus far, however, he has not put in an appearance, and the conviction is gaining ground that he never will.

A&H men should write The National Underwriter for free booklet: "Six Honest Serving Men."

PATRONS ARE REQUESTED TO FAVOR THE COMPANY BY CRITICISM AND SUGGESTION CONCERNING ITS SERVICE

1201-S

CLASS OF SERVICE

This is a full-rate Telegram or Cablegram unless its deferred character is indicated by a suitable sign above or preceding the address.

WESTERN UNION

NEWCOMB CARLTON, PRESIDENT

J. C. WILLEVER, FIRST VICE-PRESIDENT

The filing time as shown in the date line on full-rate telegrams and day letters, and the time of receipt at destination as shown on all messages, is STANDARD TIME.

Received at Patterson Bldg., 28 So. Jefferson St., Dayton, Ohio

Always
Open

DAA11 21=PU NEWARK NJ 16 811A

CURTIS F EAGLE=

SPECIAL AGENT COLUMBIA BLDG DAYTON OHIO=

FOLLOWING YOUR DEMONSTRATION THE MUSKINGUM INSURANCE AGENCY

COMPANY AT ZANESVILLE WROTE THIRTEEN AIRCRAFT DAMAGE LINES

TOTALING FOUR HUNDRED SIXTY TWO THOUSAND=

THE AMERICAN INS CO.

SIGNS

DL = Day Letter

NM = Night Message

NL = Night Letter

LCO = Deferred Cable

NLT = Cable Night Letter

WLT = Week-End Letter

Rose Colored Glasses Give False Sight of Oil Fields

VIEW OF LEADING EXECUTIVE

Treating Peril Lightly Makes Oklahoma City Residents Think Companies Are Bluffing, He Says

In the face of the general tendency to look at the oil well problem in Oklahoma City through rose colored glasses, a prominent executive, a man whose underwriting judgment is widely respected, has issued a warning to his company that the evils of drilling there must not be minimized. This executive has just returned from his first visit to Oklahoma City since the peril has been agitated.

"Companies in general," he reports, "do not seem to take the oil well problems very seriously. One company whose manager recently expressed a good deal of fear in one of our meetings wrote \$7,000 premiums in June; another company offered to reinsure all of our business. A third company recently took over an important agency of another company via reinsurance. The regrettable part of this is that such lack of cooperation has given the people in Oklahoma City to understand they have nothing to fear from the insurance companies and city drilling permits may, accordingly, be granted with impunity—they are only bluffing."

Eyes Two Wells

This executive believes that two wells just north of the U-7 zone create the greatest potential menace. The U-7 zone is an area south and east of the business section of the city which has been set aside for drilling operations. These two wells stand near the Iten Bakery plant. The derrick foundation for the first is in but work has been stopped by an injunction which, this executive declares, may hold. The other, probably 300 feet away is a most dangerous proposition, he says, because it is located on four acres which owners claim absolutely is not in the city and on which, in consequence, they can drill without any restriction.

"The first well," he declares, "would be within a block of the Frisco passenger depot; the second would be not over two blocks. Either one of them out of control, with a south or southeast wind, would do several million dollars damage in Oklahoma City, even though no fire ensued and even when one admits that the topography is such that an over-flow of oil would be carried off through the river bed.

Hunching on Heart of City

"I regard the hazard to the town as greater from these two wells if drilled than from all the drilling that has been completed up to date. It is true that wells in and around the Capitol Hill school and in that district might easily, with adverse winds, spray Oklahoma City, but they are in general one and one-half to three miles farther away than the proposed wells near the Iten plant.

"On the whole I should say that from an underwriting standpoint it will not do to overlook the unusual conditions now prevailing or to lose sight for a moment of the far more serious conditions which may develop any time with two or three days' delay. Underwriting there at the present time, assuming these Iten location wells to be sunk, and the U-7 zone extended, is merely a gamble on the ability of the oil people to bring in these high pressure wells safely and keep them safe after they have once been tapped."

The executive reports that so far 3 percent of the finished wells have run wild. Although the operators are improving the methods of bringing in the wells, it is this executive's prediction that 1½ or 2 percent of the others will run wild. "If one of these happen to be

Percy H. Goodwin Speaks Before Oregon Agent's Body

TELLS OF IMPORTANT ISSUES

Chairman Executive Committee National Association of Insurance Agents Recited Some Achievements

PORTLAND, ORE., Aug. 6.—Percy H. Goodwin of San Diego, Cal., chairman executive committee National Association of Insurance Agents, spoke before the Portland Insurance Exchange and the officers of the Oregon Agents' Union this week, outlining the work and accomplishment of the National Body, advising that every state except Oregon has arranged to affiliate with the parent organization. He urged the importance of Oregon getting in step with the larger movement.

Has Been Constructive

He declared that the National association had been a factor in saving the day for local agents in many instances. He illustrated this by the famous Palmetto-Chrysler insurance deal which finally was abandoned. He also told of the fight made in Washington, D. C., on the insurance code for provision protecting local agents, especially urging that an agency qualification law be in the code. He said the National association had directed an attack against fictitious automobile fleets.

Will Have Regional Offices

Mr. Goodwin stated that the Interstate Underwriters Board expected to establish five regional offices. The new plan will be outlined at the annual meeting of the National association at Dallas. He feels that when the organization gets functioning successfully it will help all agents to secure chain store business.

Mr. Goodwin advised that the Northwestern Mutual Fire of Seattle had secured practically all the members of the fruit growers' association. He spoke of the danger of such a system whereby regular agents are deprived of the business. He touched on the non-policy agency plan declaring that it favored too much of the English idea and predicted that it would be entirely eliminated. He discussed the cost investigation by the special committee of the National Convention of Insurance Commissioners and told of the good work the National association had done in presenting the side of the agents.

Qualified Agents to the Fore

He urged that qualified agents only be licensed and that the ignorant and those unfitted to write insurance be eliminated. He outlined the new features of the "American Agency Bulletin" stating that it would come out in new form with additional attractive features in September. He told agents to be consistent and not attempt to encroach on the preserves of other agents. There was a large attendance of Portland agents and those in the state.

Fare and a Half to Milwaukee

The Insurance Advertising Conference announces that through the cooperation of the Milwaukee Association of Commerce and the Western Passenger Association, those attending the annual meeting at Milwaukee will be able to obtain round trip railroad fare and a half rate provided there is a minimum attendance of 150, which is almost assured. Those going to the meeting must secure certificates when purchasing their tickets to Milwaukee.

a close-in well with an adverse wind, the \$200,000 bond required would not pay 5 percent of the damage that is going to result, even should no fire occur," he concludes.

THE SATURDAY EVENING POST

He insured his property—but gambled his BUSINESS—and lost both!

When Fire came, his property insurance helped pay for rebuilding and for new equipment, but he had not anticipated stoppage of his business. Important employees had to be retained; taxes, advertising contracts, interest, branch offices, etc. had to be paid during the period of idleness.

His resources were not equal to the crisis; he lost everything—even title to the property.

Had he insured his BUSINESS with an ALLIANCE Use and Occupancy policy (Prospective Earnings Insurance) all such expenses and even expected profit would have been paid—exactly as though no fire had occurred. Similar protection may be applied to inactivity following damage by Windstorm, Explosion, etc., at very reasonable rates.

Ask your ALLIANCE



THE ALLIANCE INSURANCE COMPANY OF PHILADELPHIA

Head Office: 1600 Arch Street, Philadelphia

CHICAGO
209 W. Jackson Blvd.

SAN FRANCISCO
231 Sansome Street

ATLANTA
8th Floor, Hurt Bldg.

EIGHT DAYS

WITHOUT
SUSTENANCE!

HARMLESS TO SOME!
BUT EIGHT DAYS
WITHOUT SUSTENANCE
TO THE AGENCY
IS DANGEROUS.



"OUR FACILITIES"
(Fire and 29 kindred lines)
and
OUR COOPERATION
help to provide Daily Bread—
with Butter on it—
for our Agents.



© 1930

Photo Courtesy N. Y. Zoological Society

COMPANY NEWS

No Present Expansion Planned

New Vice-President of Pacific National
Says It Plans to Enter No Other
States at This Time

SAN FRANCISCO, Aug. 6.—Although plans for entrance into other states have been discussed on several occasions, no definite conclusion has been reached, according to Elmer Bonstin, vice-president of the Pacific National Fire, which is controlled by the Bank of Italy, and no such move is contemplated in the near future.

The Pacific National, which began business in 1915 under control of business and financial interests of Sacramento, Cal., was acquired by the Bank of Italy about two years ago. Robert Carlson, who had been manager of the bank's insurance department during the more or less famous fight between the bank and the local agents of California, was made vice-president and general manager. He retired July 1 and was succeeded by Mr. Bonstin, who had been at the head office in Sacramento since 1920. At the time of the transfer of ownership Mr. Bonstin was assistant secretary.

San Francisco Business Expands

In San Francisco city business the company showed a healthy increase for the first six months of this year, jumping from 33d place with premiums of \$33,159 to 14th place with \$44,113 this year. Its total fire premiums for 1929 were \$411,595 as compared with \$248,057 in 1928.

When the Bank of Italy obtained control of the company and moved its business headquarters to San Francisco it was reported that it would materially increase its capital and expand. It levied an assessment on stockholders for the purpose of increasing the capital but an injunction interrupted the proceedings. That plan was evidently abandoned and as Vice-president Bonstin now states the expansion as regards territory will not be hastened.

North Star

The North Star, which is a member of the General Alliance group, has declared a stock dividend of 100 percent, increasing the capital from \$400,000 to \$800,000.

Old Dominion Fire

The Old Dominion Fire of Roanoke, Va., as of July 1, shows assets \$1,315,427, capital \$500,000, net surplus \$532,925, premium reserve \$242,898.

Company Notes

The Maryland has been licensed in Alabama. E. S. Harris of Birmingham is state agent.

Watson P. Davidson of St. Paul has been made a director of the St. Paul Fire & Marine to succeed the late Frederic A. Fogg.

College Offers Marine Course

SAN FRANCISCO, Aug. 6.—The Golden Gate College of San Francisco, which for the last three years has offered courses in fire and casualty insurance, has announced that commencing Aug. 19 a three-year course in marine insurance will be available. Plans are for two semesters each year, the first to embrace instruction on the fundamental principles of this form of insurance; the second, cargo underwriting and inland marine. The first semester of the second year will be given over to marine loss adjustments and insurance law, followed by a continuance of insurance law and fire insurance principles the second semester. The third year will be devoted to hull insurance and surety principles and admiralty law.

AMERICAN INDEMNITY COMPANY GALVESTON

C. S. KUHN, Vice President

COMPLETE
AUTOMOBILE PROTECTION
FIDELITY
AND
SURETY BONDS

Desirable
general agency
contracts
available in
unallotted territory

SAFETY
SATISFACTION
SERVICE

Whatever any
other companies
do for their agents
within the bounds of
sound, ethical business
and good underwriting
practice, we will do.

FIRE
WINDSTORM
AUTOMOBILE INSURANCE

AMERICAN
Fire & Marine
INSURANCE COMPANY
GALVESTON

E. C. FRENCH, Vice President

Newly Arranged Directory of Florida Now Available

The first edition of the Florida Underwriters' Hand-Book to be issued by THE NATIONAL UNDERWRITER has just come from the press. This book has been revised and changed to accord with the publishers' state insurance directory standards and contains many new features of interest. For the first time there is included a complete list of national and local organizations allied with the insurance business operating or having jurisdiction in Florida. This list shows the name, officers, address and purpose of these organizations. State, special, local and general agents are given in a list which shows the companies which they represent as well as their addresses and office and residence telephone numbers.

Under "Statistical Information" is shown fire insurance premiums and losses, with totals, for a six year period and a classification of the insurance written. Casualty premiums and losses classified are shown for two years; and life insurance written, in force, and premiums and losses, classified as to ordinary, industrial or group, are given for a six year period.

Another new feature of this book is the list showing what stock companies write certain special or casualty lines.

In addition to these the Florida book contains the usual features found in other state books published by THE NATIONAL UNDERWRITER. It is a compendium of Florida insurance information.

Two Men Are Advanced By The Commercial Union

NEW YORK, Aug. 6.—Louis Mickelsen and W. B. Burchell have been appointed secretaries of the Commercial Union, assistant secretaries of the Commercial Union Fire of New York and the California of San Francisco. Both of the new officers have been associated with the Commercial Union organization for years. Mr. Mickelsen's service dating from 1921 and Mr. Burchell's from the period of his boyhood. Mr. Mickelsen is particularly well versed in middle western business having first been an examiner for the territory. Subsequently he was a field man and was advanced to the general agency in 1928. After serving through various grades Mr. Burchell attained the post of general agent in charge of New England business.

Educational Books Are Highly Recommended

John H. Martin of San Francisco, superintendent of agencies for the National Liberty on the Pacific Coast, in his address before the Fire Underwriters Association of the Pacific, mentioned certain books that he advised those in the business who were ambitious to add to their store of knowledge to purchase and have in their libraries. These books can be obtained from THE NATIONAL UNDERWRITER. Among those he mentioned, together with the price, are Dr. S. S. Huebner's "Property Insurance," \$3; Riegel & Lowman's "Insurance Principles and Practices," \$6; Reed's "Adjustment of Fire Losses," \$4; William Arthur's "Appraisers and Adjusters' Hand-Book," \$5; R. P. Barbour's "Agents' Key to Fire Insurance," \$3.50; Crosby-Fiske-Forster "Handbook of Fire Protection," \$4, and Col. H. P. Dunham's "Business of Insurance."

Graduate Fire Protection Engineer

Over four years with rating bureau; Complete Analytic system, town grading, and audit bureau experience. Want position in a Chicago, New York, or London office of well established fire insurance company, brokerage firm, or agency. Address R-17 The National Underwriter.

CHANGES IN THE FIELD

Rhyan Is Production Manager

New England Executive Special Agent of North British Given United States Head Office Post

BOSTON, Aug. 6.—Walter R. Rhyan, recently promoted by the North British & Mercantile to be executive special agent for New England, has been again promoted to production manager for the United States branch, with headquarters in New York City and supervision over the eastern part of the country, effective Sept. 1.

Mr. Rhyan was formerly with the Western Actuarial Bureau in Milwaukee and came to Boston to serve the North British several years ago as special agent for a part of New England. Six weeks ago he was made executive special agent for the six states.

He has served as head of the New England Blue Goose and been active in the affairs of the Bay State Club, an organization of field men. He is highly

regarded as a capable and efficient company man.

W. M. Coy

W. M. Coy of Des Moines, special agent of the Queen in Iowa, has resigned. Mr. and Mrs. Coy started this week on a two months' automobile trip through the west and will wind up in San Francisco, where Mr. Coy's father and brother reside. He has no particular plans for the future, although he may engage in business with his brother in Oakland, Cal.

Joe E. Bales

Joe E. Bales, until recently special agent of the National Union in Indiana, has been appointed special agent of the Union of Indiana.

Paul F. McKown

Paul F. McKown has been made assistant state agent in southern Wisconsin for the St. Paul Fire & Marine. He will work under State Agent D. O. Stine and will have his headquarters at

Milwaukee. Mr. McKown has been an examiner.

Honor Manager Forbush

United States Manager Gayle T. Forbush of the Royal Exchange completed 25 years of service with the corporation this week. He was paid signal honor by his office force. The staff presented him with a clock. Emil Schaefer, the oldest employe in the service, made the address. Along with the clock went a large bouquet of flowers. General Manager Robert Connaw from the head office in London cabled congratulations. There were many other messages of felicitation coming from the Royal Exchange people. Benjamin Goodwin, manager of the Pacific Coast department, sent a basket of flowers. Former United States Manager R. D. Harvey also sent flowers. Mr. Forbush was formerly New England general agent, then assistant manager, associate manager and now United States manager.

Odell Full Time Broker

Carl L. Odell, who recently resigned as a member of the firm of Moore, Case, Lyman & Hubbard in Chicago, now becomes a Class 2 member of the Chicago Board, being a full-time broker. He is attached to the Moore, Case, Lyman & Hubbard office.

INCORPORATED 1799

PROVIDENCE WASHINGTON INSURANCE COMPANY

of Providence, R. I.

Capital, \$3,000,000

Net Surplus, \$13,010,813

INCORPORATED 1832

VIRGINIA FIRE AND MARINE INSURANCE COMPANY

Richmond, Va.

Capital, \$500,000

Net Surplus, \$1,408,098

INCORPORATED 1928

ANCHOR INSURANCE COMPANY

Providence, R. I.

OWNED AND OPERATED BY THE
PROVIDENCE WASHINGTON INSURANCE CO.

Capital, \$1,000,000

Net Surplus, \$808,637

WESTERN DEPARTMENT

175 W. JACKSON BLVD.

CHICAGO

J. R. CASHEL, Manager

Full Value Wanted!

These days clients like to know they are receiving 100 cents value for every dollar spent.

When paying insurance premiums they want to know definitely their property is adequately protected against every loss. The property must be neither under or over insured. Can you guarantee that this will be true, Mr. Insurance Man?

True insurable value you know, can only be determined by means of a thorough appraisal. Insist upon a Lloyd-Thomas appraisal and be certain your client is completely protected.

"WHAT IS AN APPRAISAL?"—It is a complete classified inventory of insurable property (except stock, merchandise and raw materials). Each item of property is valued at today's cost to replace new. The amount of accrued depreciation is determined and the sound insurable value is given.

"ITS ADVANTAGES"—1st—It discovers insurable values that have long been written off the books through unscientific depreciation—2nd—It gives the agent, the assured, and the companies value facts of property. 3rd—It makes for adequate insurance protection, for in nearly every instance it calls for additional insurance.

The Lloyd-Thomas Co.

RECOGNIZED AUTHORITIES ON PHYSICAL VALUES

APPRAISAL ENGINEERS

4411 Ravenswood Ave., Chicago
120 Broadway, New York

Cincinnati	Cleveland	Detroit	Indianapolis
St. Louis	Milwaukee	Pittsburgh	Memphis
Denver	Toronto	Minneapolis	Kansas City
Washington	Los Angeles	Atlanta	Des Moines
Birmingham	Omaha	Berlin	London

NEW YORK UNDERWRITERS INSURANCE COMPANY

CAPITAL \$2,000,000

A. & J. H. STODDART, General Agents

100 William Street - - - New York City

FIRE - AUTOMOBILE - WINDSTORM
BUSINESS INTERRUPTION INDEMNITY

CHICAGO NEWS

GREGG IS THE MEMBER

It was stated in a recent issue that H. W. Boyd would be the Western Underwriters Association member for the Newark Fire under the realignment of the Royal. Howard F. Gregg, assistant manager now in New York, is the Newark member.

READJUSTMENT IS MADE

With the moving of the western department of the Royal to New York, the Cook county and metropolitan office takes the entire seventh floor of the McKinlock building in Chicago. The Royal will have considerable space in the building to sublet. Horace W. Boyd has taken his seat as metropolitan manager, being assisted by George C. Peterson. Mr. Boyd has been elected a member of the Chicago Board to represent the Royal group. H. L. Dalton, assistant manager, who had charge of the loss department, and Oscar Tolles, chief accountant, are both retired. Cecil L. Davis, formerly with the Queen, who later represented all the Royal group with headquarters at Kansas City, and Ralph Searle, who was formerly Oklahoma state agent of the Queen, are now traveling out of Chicago in all of the western department states, representing the special risk end.

MORE CHICAGO FIGURES

Several of the major fire companies have made returns on premiums to the city comptroller in the last week for the purpose of the annual fire department tax for the year ended June 30. With 59 additions to the two lists previously published, the total of reporting companies now gives a fairly accurate picture of Chicago fire business for the last year. The added figures, compared with 1929 and 1928 returns, are:

	1930	1929	1928
*State of Pa.	\$ 94,317	.....	\$187,539
Paper Mill M.	645	578	.....
Atlas Assur.	230,530	248,339	239,060
Ind. Lbms. Mut.	10,564	5,175	6,707
Potomac	41,695	47,344	34,879
Glen Cove Mut.	7,537	.....	.....
Empire, N. Y.	13,559	3,675	.....
*Sussex, N. J.	30,976	48,745	.....
Export, N. Y.	14,971	.....	.....
La Salle	25,371	38,028	30,713
Lafayette	22,124	26,729	12,110
National Secur.	85,793	112,939	145,064
Alliance, Pa.	165,460	155,889	181,430
Philad. F. & M.	190,619	190,300	182,001
North America	577,758	679,614	729,844
Boston Mfrs. M.	17,134	14,028	3,074
Co. Fire, Pa.	7,421	4,356	.....
Roch. Amer.	87,343	100,975	.....
No. Car. Home.	3,246	930	2,088
Mass. F. & M.	53,527	47,355	35,571
Amer. Alliance	74,840	83,704	107,530
Great American	225,814	262,079	266,382
Hartford	560,027	.....	.....
Citizens, N. J.	25,685	.....	.....
No. Br. & Merc.	218,379	227,265	267,044
Mercantile	145,053	160,634	138,665
Commonwealth	131,397	162,602	205,761
Pennsylvania	211,031	227,391	265,494
Homeland	36,110	37,646	55,035
Scot. Un. & Nat.	86,594	98,718	137,049
Mich. Millers M.	24,142	.....	.....
Arkwright M.	16,029	18,478	9,330
Amer. & For.	35,585	.....	.....
Royal	392,782	411,809	165,118
Queen	115,913	172,308	223,004
Newark Fire	110,127	141,453	173,426
*Caledonian	27,916	177,872	188,800
Carolina, N. C.	15,437	12,544	12,158
New Brunswick	78,597	78,997	40,900
Home, N. Y.	581,078	625,381	617,680
City of N. Y.	51,204	28,036	54,860
Franklin	78,147	53,875	68,248
Dubuque F. & M.	191,484	241,530	232,668
Transcontin.	173,648	77,399	71,702
Franklin Nat.	81,055	63,992	45,983
Mech. & Trad.	56,808	51,645	91,556
State As., N. Y.	33,983	.....	.....
National, Conn.	436,837	516,451	555,226
Royal Exch.	29,522	40,569	164,251
General Exch.	137,250	88,857	113,485
Westchester	201,764	285,770	220,441
Federal, N. J.	9,277	51,674	51,161
Harmonia	5,620	.....	.....
Northw. F. & M.	45,640	13,076	10,894
*Amer. Central	31,534	91,258	88,734
Minnesota	3,905	.....	.....
Twin City	11,867	15,202	38,459

*Figures incomplete.

Old man A. & H. Says: "The A. & H. Review sure keeps me up to snuff. It gives me new ideas, selling plans and all the latest current events in the **Accident and Health field**. Send in your \$2 to The National Underwriter Company, 420 East 4th street, Cincinnati, O., for one year's subscription.

WELCOME to NEW YORK and The HOTEL GOVERNOR CLINTON

31ST. ST. AND 7TH AVE.
opposite PENNA. R.R. STATION



1200 Rooms
each with
Bath and
Servidor
ERNEST G. KILL
Gen. Mgr.

ROOM AND BATH 3⁰⁰ UP

The New NICOLLET HOTEL Minneapolis

Has become the headquarters for Insurance men of the Twin Cities. You will meet your friends here.

600 First Class Rooms at very moderate prices.

Three Restaurants—
Excellent food—
Sensible prices—

Good beds—
Sleep in comfort

— Fireproof throughout —



ATLANTIC CITY'S NEWEST
CENTRALLY LOCATED & FIREPROOF

HOTEL LUDY

SOUTH CAROLINA AVENUE
AT THE BOARDWALK
OVERLOOKING THE OCEAN

220 ROOMS
SALT WATER BATHS · SOLARIUM
OCEAN DECK · BATHING PRIVILEGES

AMERICAN \$6
PLAN
FIREPROOF GARAGE
R. B. LUDY, M.D.

VIEWED FROM NEW YORK

By GEORGE A. WATSON

BROKERS' PLACING GUIDE

The "Insurance Brokers' Placing Guide" has been issued by the "Insurance Advocate," 206 Broadway, New York City. It is a book of 336 pages and its price is \$1. It lists each kind of insurance. Under each it gives the names, addresses and phone numbers of companies and agencies writing such coverage in the metropolitan district. It furnishes a simple and speedy reference showing every office writing each kind of insurance and covers all branches of insurance and surety. The index itself, listing each kind of insurance, is a useful feature of the "Guide."

INSURANCE STOCKS LISTED

Included in the list of stocks admitted for trading in the securities market of the New York Produce Exchange recently are the following issues of insurance companies: 100,000 shares Victory of Philadelphia; 400,000 shares of Eagle Fire of Newark; 300,000 shares of Merchants Fire of New York 160,000 shares Massachusetts Bonding; and 300,000 shares Hartford Steam Boiler.

MACONACHY SUCCEEDS DERBY

James G. Maconachy, who has been placed in charge of underwriting in the Middle Department of the America Fore companies in succession to John G. Derby, resigned, held a similar post with the Niagara Fire, of which he was secretary, prior to its purchase by interests allied with the America Fore group. Mr. Maconachy has had years of association with the fire business, largely in the Middle Department. In every connection he has managed to qualify 100 percent.

ALL SCRATCHING GRAVEL

A prominent fire official estimates that fire premiums this year will be off as much as 10 percent. The companies are making every effort to keep up pro-

duction. Another prominent company some time ago adopted the rule that field men should spend one full week definitely each month in seeking new agency connections. This has shown splendid results.

Other fire companies having casualty annexes are looking to the casualty business to keep up their volume, and increase it. Some of the older casualty companies say that they are letting go of some of their less desirable agencies to the newer companies which will find that there is no money in the business transferred in this way.

Some leading fire companies which have not gone into the casualty business express themselves as very well satisfied that they have kept out since they do not believe they would have made money. Several fire companies are already beginning to feel the strain of their casualty business, it is said.

On the other hand there are companies that feel that they have made a good move in broadening their field and are only sorry that they did not go in sooner. Both sets of opinions are expressed by strong men.

MANY HOLD MEDALS FROM HOME

No less than 1,218 agents of the Home of New York throughout the country have acted continuously as its local for 25 years or more. Of this number 24 have held commissions since 1880, evidencing thereby the loyalty of the agents and the fair treatment accorded them and their clients by the company. Once an agent reaches the quarter-century period of service he is awarded a silver medal, the award for 50 years' association being a gold medal. To Aug. 1 the Home had presented silver medals to 35 field men and to 70 home office employees, in addition to the awards to local agents. One field man and one head office attache hold the coveted gold medal. Eleven officials have been in its service beyond 25 years.

INSURANCE STOCK QUOTATIONS

By H. W. Cornelius & Co., 105 South La Salle St., Chicago, as of Aug. 4

Stock	Par	Bid	Asked	Div. per Share
Aetna Cas. & S.	10	140	145	1.60
Aetna Fire	10	64	67	2.00
Aetna Life	10	85	87	1.20
Agricultural	25	115	125	4.00
Alleghenia	10	190	...	12.50
Amer. Alliance	10	29	32	1.60
Amer. Equitable	5	18	21	1.20
American	5	19	21	1.00
Amer. Reserve	10	47	51	4.00
Amer. Surety	25	115	120	6.00
Automobile	10	39	42	1.20
Balto. American	5	16 1/2	17 1/2	.80
Bankers & Ship.	25	100	120	6.00
Boston	100	650	690	16.00
Brooklyn	5	18	21	1.20
Carolina	10	27	30	1.50
Central West Cas.	50	48	54	2.00
City of N. Y.	100	510	540	16.00
Constitu. Indem.	10	10	12	.50
Continental Cas.	10	35 1/2	37 1/2	1.60
Continental	10	59	61	2.40
Detroit Fld. & S.	50	26	32	4.00
Detroit Natl.	25	25	30	1.25
Federal, N. J.	10	64	69	2.00
Fidelity & Dep.	50	168	172	9.00
Fidelity-Phenix	10	69	71	2.50
Fire Association	10	37	39	2.50
Fireman's Fund	25	95	100	5.00
Firemen's	10	35	36 1/2	2.20
Franklin	5	31	34	...
Glens Falls	10	54	57	1.60
Globe & Rutgers	100	945	975	24.00
Great Am. Indem.	10	28	32	...
Great American	10	30	32	1.60
Hanover	10	42	44	1.60
Harmonia	10	28	30	1.50
Hartford Fire	10	75	77	2.00
Htfd. St. Boiler	10	68	70	1.60
Home, N. Y.	10	42	44	2.00
Home Fire Sec.	10	19	21	1.00
Homestead	10	20	22	1.00
Import. & Exp.	25	47	52	4.00
Independ. Indem.	5	9	11	...
Independ. Fire	5	7	9	...
Ins. Co. of N. A.	10	70	72	2.00
Knickerbocker	5	25	29	1.50
Lincoln, N. Y.	10	27	32	2.40
Mass. Bonding	25	105	120	4.00
Merchants, Com.	10	78	82	...
Merchants, Pfd.	100	110	...	7.00
Merch. & Mfrs.	5	17	19	1.00

Drought Causes Many Fires

Owing to the protracted and general extended drought throughout many sections in the country, companies are now receiving many individual losses. Building are very dry and there have been many grass and rubbish fires from which buildings were ignited. In a number of localities the water supply and pressure are low. Altogether the situation in some towns has become acute, both because of the protracted drought and the deficient supply of water.

NEW HAMPSHIRE FIRE INSURANCE CO. MANCHESTER, N.H.



SIXTIETH PROGRESSIVE ANNUAL STATEMENT January 1, 1930

Assets	
United States Bonds.....	\$ 3,271,750.00
Dominion of Canada Bonds.....	265,610.00
Real Estate	381,500.00
Municipal and Other Bonds and Stocks, Mortgage and Collateral Loans.....	12,765,415.29
Agents' Balances	898,001.94
Accounts Receivable	172,716.76
Cash in Banks.....	668,532.55
	\$18,423,526.54

Liabilities	
Capital Stock	\$ 3,000,000.00
Unearned Premium Reserve.....	5,554,489.49
Reserve for Losses.....	657,857.87
Reserve for Taxes, Expenses and Other Liabilities	569,000.00
Reserve for Dividends Declared and Unpaid..	137,876.44
Net Surplus	8,504,302.74
	\$18,423,526.54

POLICYHOLDERS' SURPLUS \$11,504,302.74

AFFILIATED COMPANY

Granite State Fire Insurance Company
Portsmouth, N. H.

THE NATIONAL UNDERWRITER

Formerly THE WESTERN UNDERWRITER

Published every Thursday by THE NATIONAL UNDERWRITER COMPANY, Chicago, Cincinnati and New York. EDWARD J. WOHLGEMUTH, President; JOHN F. WOHLGEMUTH, Secretary; HOWARD J. BURRIDGE, Vice-President and General Manager; NORA VINCENT PAUL, Vice-President; WILLIAM A. SCANLON, GEORGE C. ROEDING and O. E. SCHWARTZ, Associate Managers

C. M. CARTWRIGHT, Managing Editor
LEVERING CARTWRIGHT, Asst. Managing Editor
FRANK A. POST, Associate Editor
CHARLES D. SPENCER, Associate Editor
DALE R. SCHILLING, Associate Editor

PUBLICATION OFFICE, 41946 Insurance Exchange, CHICAGO. Telephone Wabash 2704
CINCINNATI OFFICE, 420 E. Fourth St., Telephone Main 5781, RALPH E. RICHMAN, Manager
ABNER THORP, JR., Director Life Insurance Service Dept.

NEW YORK OFFICE
80 Maiden Lane, Tel. John 1032
EMERSON SMITH, Eastern Manager
GEORGE A. WATSON, Associate Editor
CHESTER C. NASH, JR., Associate Editor

SOUTHEASTERN OFFICE—ATLANTA, GA.
1517 First National Bank Building
R. J. McGEHEAN, Resident Manager

SOUTHWESTERN OFFICE—DALLAS, TEX.
703-4 Marvin Bldg., Tel. 2-2662
J. F. GRAHAM, Resident Manager

DES MOINES OFFICE
716 Fleming Bldg., Tel. 4-8712
R. E. HEATH, Resident Manager

SAN FRANCISCO OFFICE
105 Montgomery Street, Room 907
Tel. Kearny 3054
FRANK W. BLAND, Resident Manager

PHILADELPHIA OFFICE
412 Land Title Bldg., Tel. Rittenhouse 3654
W. J. SMYTH, Resident Manager

Entered as Second-class Matter April 28, 1928, at Post Office at Chicago, Ill., Under Act, March 3, 1879

Subscription Price \$4.00 a year; in Canada, \$5.00 a year. Single Copies 20 cents.
In Combination with Life Insurance Edition, \$5.50 a year; Canada \$7.50



Associated
Business Papers



MEMBER
AUDIT
BUREAU
OF
CIRCULATIONS



National Publishers
Association

Fictitious Fleets in Illinois

The director of trade and commerce for Illinois, LEO H. LOWE, has addressed a communication to casualty company executives requesting that the practice of selling cheap insurance on the privately owned and operated automobiles of employees of a business institution under a master contract be discontinued. The abuse which Mr. LOWE protests is known as writing fictitious or improvised fleets.

Mr. LOWE is thoroughly justified in his protest and in his threat that unless the companies correct this indefensible practice specific legislation will be sought to stop it. The public interest is clearly at issue. There is no more logical reason why a stenographer in the Bank of Illinois—to take a fictitious institution—should be granted a 25 percent discount in her automobile insurance over the proprietor of the corner grocery store than there would be for the chewers of Wrigley's gum to get a preferential rate over Coca-Cola drinkers.

The fictitious fleet is a subterfuge for offering a lower rate than is allowed in the regular course. Wise executives

will shun the temptation to write fictitious fleets as an expedient for getting present business, recalling the scandal which struck the railroads because of their rebating. Most newspapers delight in baiting the insurance companies and if the fictitious fleet practice should reach general public attention it would be exploited by politicians and newspapers. Therefore, not only will wise executives shun these discriminatory accounts for their own companies, but they will exert every influence to eradicate the practice from the business.

The Illinois department has a reputation for tolerance. It would be good policy to heed Mr. LOWE's hint. If the department is stung into action by this legitimate cause, the germ for the habit of tormenting insurance may be sown in that state.

Although Mr. LOWE's communication was directed to the casualty companies, the fire insurance interests are not guiltless. Fire companies that are participating in writing fictitious fleets will be wise to cease that practice. It would be to their own interest eventually.

Elements in the Premium Dollar

A LOCAL agent writes to THE NATIONAL UNDERWRITER asking for an analysis of the insurance dollar to show what becomes of the amount expended and what percentage is represented by various items or elements that make up the dollar. The MICHIGAN ASSOCIATION OF INSURANCE AGENTS some years ago digested the report of the Illinois senate investigating committee and Secretary GEORGE BROWN made the following computation as applying to Illinois, but he thinks the percentages will run about the same in other states:

Paid back to Illinois people in losses \$0.57
Paid to Illinois agents in commissions about20
Paid to Illinois special agents for supervision, etc., about05
Paid to Illinois in taxes about07
Paid into reserve as required by Illi-

nols laws06
Paid for home office and other maintenance expense outside of Illinois about05
\$1.00

HENRY CURRAN WILBUR, the Chicago statistician, a few years later made an analysis of premium income and he showed the following:

Administration and adjustment.... 8.77
Inspection and survey..... 1.29
Taxes 1.95
Agents' and brokers' commissions. 14.24
Increase in earned premium reserve .87
Losses 52.53
Return premiums 18.84

In the item of commissions in the latter table it was explained that uncollected balances were deducted and brokerage was included with that of commissions to agents which brought down the general level.

PERSONAL SIDE OF BUSINESS

Capt. Wilbur F. Maring, Jr., of Kansas City, Mo., in civilian life the executive secretary of the Missouri and the Kansas City associations of insurance agents, is at Fort Leavenworth, where for two weeks he and other reserve officers of the United States army will be in charge of the citizens' military training camp.

Norman V. Holmes of Chicago, who for many years was head of the fire department of Sears-Roebuck & Co., died last week. Prior to his connection with Sears-Roebuck & Co., he was with the Chicago fire department. Mr. Holmes was a prominent candidate for superintendent of the fire prevention and fire department work in connection with the Chicago World's Fair. One brother, Frank F. Holmes, is a Chicago local agent and served years ago as secretary of the National Association of Insurance Agents. Another brother, S. Perry Holmes, for many years was one of the chief examiners in the western department of the Continental.

Glen Schrader, prominent local agent of Springfield, O., was critically injured near Dayton, when he was gored by a bull. He is in a Greenville, O., hospital, where his condition is said to be serious.

Vice-president **E. T. Cairns** of the Fireman's Fund is in the east where he will spend several weeks on a combined business and recreation trip.

A feature of the 50th anniversary of the **Scottish Union** will be the appearance in Hartford of two directors and the general manager. They plan to arrive in Hartford in September. The Earl of Mar and Kellie, and James Allan Cook, directors, and James G. Nicholl, the general manager, will constitute the delegation. In addition the Countess of Mar and Kellie, Mrs. Nicholl, Miss Iby Nicholl and Gladys Nicholl will visit the United States.

Dan B. Horne, head of the Dan B. Horne & Co. agency at Davenport, died last week. He had been confined in Mercy hospital two weeks before his death. He had been in failing health for some time. Mr. Horne was 69 years of age. He had been a sufferer from diabetes. His office did an extensive real estate business in addition to insurance.

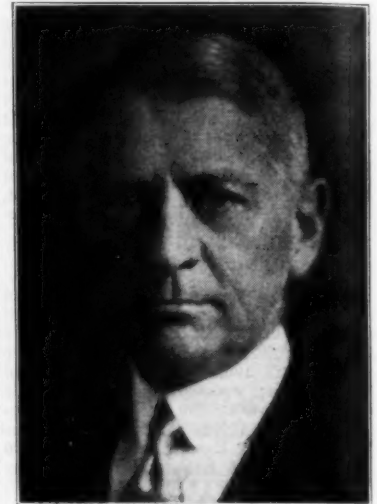
"Long Service" watch fobs, the official decoration of the "old guard" of the America Fore companies, have been received by two well-known insurance agents of Winchester, Va. They are **Shirley Carter**, who has represented the Niagara Fire for 40 years, and **Roland T. Bryarly**, who has been with the Continental for the past 26 years.

Announcement is made of the forthcoming marriage of Catherine Marie Moriarty to John William Conlin, Detroit attorney, which will be celebrated at St. Thomas Church, Ann Arbor, Mich., Aug. 9. Miss Moriarty is the daughter of **P. J. Moriarty**, manager Detroit metropolitan department of the North British group. A wedding breakfast following the ceremony will be served at the home of the bride in Ann Arbor.

John P. Tucker, Bismarck, N. D., insurance man and former state motor vehicle registrar, died Aug. 1 at his home. Death was due to peritonitis which developed after his appendix burst. Mr. Tucker was a former secretary of the North Dakota state federation.

A. R. Kelly, special agent for the North British & Mercantile fleet in Alabama with headquarters in Montgomery, has just become a benedict and has been the recipient of many messages of congratulations from his co-workers. He

Is Retiring



HENRY L. DALTON

Henry L. Dalton of Chicago, assistant western manager of the Royal group, is retiring from service with the transfer of the department to New York. He is completing 41 years of service with the company. Mr. Dalton started with the old Royal department in Cincinnati in 1889 as a clerk. When the Cincinnati central department and the western department at Chicago were consolidated in 1895 and the consolidated offices were centered in Chicago, Mr. Dalton went to that city with Law Brothers as managers. He filled many positions in the office and spent 14 years in the field, being Wisconsin state agent. He returned to Chicago in 1917, becoming assistant manager. In later years he has been in charge of the loss department. Mr. Dalton has been a faithful, hard worker. He is given substantial recognition by the company on his retirement.

married Miss Thelma Guy at the home of her parents in Wetumpka, Ala. Mr. Kelly formerly was with the Alabama Inspection & Rating Bureau.

George W. Brinsmaid, western manager Western of Fort Scott, is personally supervising the development of an agency plant in New Jersey following recent admission of his company to that state. The Western is expanding in the east, having recently been licensed in Connecticut and New York as well as New Jersey.

The Heart of America Blue Goose at a special meeting Monday presented **William Bowie**, formerly service engineer for the America Fore companies with headquarters in Kansas City, with a handsome brief case and good wishes upon his departure for Detroit, where he will act in the same capacity for the same company. **C. L. Davis** of the Queen also was presented with a memento of the organization's appreciation. Mr. Davis is leaving for Chicago to take up new duties there.

Morton T. Jones, president of the Kansas City Fire & Marine, started Monday on a month's vacation and fishing trip. He will spend a part of the time 300 miles north of Montreal pulling in fish, of which there ought to be plenty, since the location is north of Montreal 200 miles by rail, 50 by water and 17 down a river by canoe.

Assistant Western Manager **H. A. Miller** of the North America, who has been abroad for a number of weeks, will arrive in New York next Sunday.

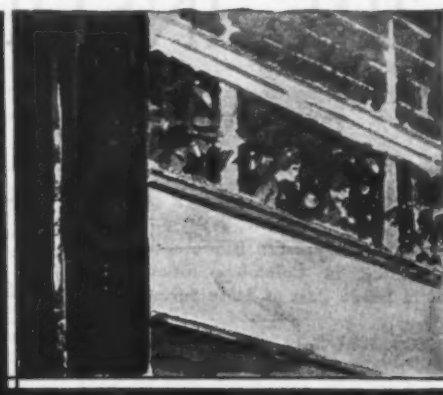
Profits from your Client's Vacations —



A WAY on a carefree vacation. Behind them, with the "Unseen Guardian," are all worries concerning the protection of their baggage and personal belongings against theft, loss by fire, damage through travel hazards, pilferage, transit damage.

The vast machinery of the Star organization operates to assure its agents their share of this Summer business. Research, statistics—every department in the company cooperates with Star agents by showing them where business lies . . . how to approach it . . . how to present their facts . . . how best to handle difficult leads . . . how to close the toughest contract. Field Representatives are active in personally assisting the agents in soliciting Tourist business.

The agent need only ask himself—"For how many travelers shall I act as the 'Unseen Guardian'? How many other forms of Vacation Insurance can I write?" Set a worth-while goal . . . and let the world-wide Star facilities help you reach it.



STAR Insurance Co. OF AMERICA

Executive Offices: 1 Pershing Square
Park Ave. at 42nd St., New York, N. Y.
Pacific Coast Dept., San Francisco, Cal.

THE COMPANY
WITH THE L. & L. & G. SERVICE

FIRE INSURANCE NEWS BY STATES

OHIO AND WEST VIRGINIA

Confer on Ohio Farm Relief

Insurance Interests Represented at Meeting in Columbus—Situation in Large Part of State Serious

COLUMBUS, O., Aug. 6.—Insurance and banking interests were represented in a state-wide conference held in Columbus Friday under the auspices of the Ohio chamber of commerce to consider the serious farming situation in this state because of the prolonged drought. The drought has been especially severe in the southern part of the state, where the rainfall deficiency since April 1 has amounted to about 11 inches. A very gloomy picture was painted. Pastures have dried up and there is very little water. Many farmers have been compelled to thin out their live stock at low prices. Rain, feed, seed for next year's crops, and long time loans are the farmers' needs. Two committees were appointed, one a general committee and the other on finance and credit, to work out a solution. It was declared that a very serious situation will be faced economically by the farmers in many parts of the state next winter. Speakers urged that local banks grant extensions of loans at low rates and it also was suggested that farmers take advantage of the facilities of the federal intermediate credit banks. Insurance companies which have made loans on farm property or which have been compelled to take over farms in Ohio in satisfaction of loans were much interested in the problem and will cooperate, it is understood, in working out plans for farm relief.

Announce Fire Prevention Committee Appointments

Announcement of the executive committee of the Fire Prevention Association of Ohio was made this week by Martin Vold, Jr., of Columbus, the new president. The new committeemen are: H. L. Rubrecht, chairman executive committee; A. E. Bulau, chairman inter-chamber fire waste committee; F. O. Evertz, chairman electrical committee; Allen C. Guy, chairman speakers committee; H. J. Manning, chairman public building committee; W. E. Winnerd, chairman fire protection and water supply committee; E. A. Winter, laws committee; D. P. Ely, W. J. Gilsdorf, W. C. Howe, R. W. Hukill, J. D. Keating, H. L. Newton, J. W. De Cessna, E. A. Reid, H. D. Smith, and L. E. Kietzman. R. T. Huggard and Glenn L. Thrush

have been appointed members of the laws committee. Appointment of a chairman of the farm committee has not yet been announced.

State Fire Marshal's Report

COLUMBUS, O., Aug. 6.—A report just compiled by State Fire Marshal Gill reveals that the work done by the department the first six months of 1930 exceeded in two instances that of the department in 1928 and almost equaled the work accomplished in 1929, which was Fire Marshal Gill's first year in office. In 1928 there were 52 convictions for arson; in 1929, 53, and so far this year 32 convictions have been effected. In 1928, 880 special investigations were made; in 1929, 952, and in the first six months of 1930, 717. In 1928, 1,269 general inspections were performed; in 1929, 1,561, and in the first six months of 1930, 1,542. In 1928, 364 special hazards were inspected; in 1929, 680, and in the first six months of 1930, 498.

Will Have Three Companies

August B. Fipp of Defiance, O., will take his new position as state agent of the Allemannia, United American of Pittsburgh, City of Sunbury, Pa., Aug. 15. He will report to the Pittsburgh department office.

Ohio Notes

Ben P. Gale has been taken in as a member of the Hoyt W. Gale Co. of Cleveland, whose offices are in the Union Trust building.

Latimer Emerson & Co. and Arthur Hoffman & Co. of Cleveland have moved from the Plain Dealer building to the Williamson building in conjunction with the Royal's move to that location.

The direct fire loss of the Paper Service Company in Cincinnati will reach almost \$100,000. The use and occupancy loss is expected to exceed \$25,000. This fire is the largest for Hamilton county this year.

Fire Sunday at College Corner, O., caused a loss placed at \$200,000. A lumber yard, grain elevator, implement store and other stores and dwellings were burned. Richmond and Connorsville, Ind., sent fire fighting apparatus to aid the firemen from half a dozen Ohio cities in fighting the fire.

West Virginia Notes

R. O. Greer, manager of the Charleston, W. Va., office of the General Adjustment, is announcing the birth of a son.

A. D. McCormick, for a number of years connected with the Dunbar Water Co., Dunbar, W. Va., and for several years prior to that with the Dunbar Land Co., will take over the management of the Dunbar Insurance Agency, which he has purchased from E. O. Cottrill.

CENTRAL WESTERN STATES

Stars on Michigan Program

Life, Accident Insurance, Appraisals, Advertising, Public Relations Featured on Card

A remarkably attractive program, with life insurance and accident and health insurance features, as well as addresses by Michigan insurance officials, has been arranged for the annual meeting of the Michigan Association of Insurance Agents to be held Sept. 3-4 at Port Huron.

The diversity of topics and the outstanding character of the speakers should make the Michigan meeting eventful. Clyde B. Smith of Lansing,

who is president of the National Association of Insurance Agents, has been eager that this year's meeting of the Michigan association should be exceptionally progressive and inviting. He has cooperated with G. Leo Weadock, president, and other officers of the Michigan association in arranging for the program.

Claris Adams Will Speak

Claris Adams, executive vice-president American Life of Detroit, who is an outstanding life insurance spokesman, is scheduled to address the Michigan meeting on "Life Insurance, an Essential Feature of the General Insurance Office."

Rudolf Larson of the home office, Aetna Casualty & Surety, will tell the opportunities for the agent in accident

and health insurance. "Accident Insurance as a General Insurance Agency Income Producer," is his topic.

C. E. Rickard, president National Advertising Conference and advertising manager Standard Accident, who has a reputation for presenting useful ideas in entertaining style, will discuss "Advertising as a Business Builder."

Stace on Public Relations

Arthur W. Stace, director of the bureau of public utilities, Ann Arbor branch, is to speak on public relations.

William T. Benallack, past most loyal grand gander Blue Goose, and agency superintendent Michigan Fire & Marine, is to discuss "The Blue Goose, What It Is, Where It Comes From and Where It Is Going."

"Analysis of Company Financial Statements, Stock, Mutuals and Reciprocals" is the subject assigned to Ralph M. Wade, deputy commissioner Michigan department. Commissioner Livingston of Michigan also plans to attend and will be the host at the dinner on the evening of the first day of the meeting.

"Appraisals as the Means of Increasing Fire and Casualty Volume" will be elaborated by L. Dudley Stafford, manager Detroit office, American Appraisal Company.

Lest the subject of fire insurance be ignored, the Michigan association has arranged for the appearance of H. A. Miller, assistant western manager North America, whose subject is "The Home Owner and His Home, His Insurance Needs and Responsibilities."

In addition, there will, of course, be the reports of President Weadock, Secretary George Brown and the other officers.

Another feature of the program is "Three Minutes, I Knew Him When," by charter members and "Two Minutes, As I Know Him Now," by the insurance newspaper men.

Also there will be an open forum which is declared to be for "short and snappy talks" on reduced fire rates, adjustments, auto responsibility, revision of code, reciprocals, agency service, membership, advertising, qualification, non-recording agents and agency cost. The meeting will close with reports of committees and selection of officers.

B. V. Legg Is Selected to Head Fire Preventionists

DETROIT, Aug. 6.—B. V. Legg, state agent for the Liverpool & London & Globe in Michigan, was elected president of the Michigan Fire Prevention Association at the annual meeting in Detroit last week. Samuel Johnson, Globe & Rutgers, was elected vice-president and J. J. Hubbell, Security of Connecticut, was reelected secretary and treasurer. G. C. Edelman, Southern Fire, was named assistant secretary.

Mr. Legg, who succeeds D. B. Gamble, state agent for the Milwaukee Mechanics as head of the association, presided as toastmaster at the annual banquet, which followed the election and business meeting. A. L. Gale of Gale & Pietsch, advertising agents, explained the national advertising campaign of the National Board and Richard E. Vernor, manager of the fire prevention department of the Western Actuarial Bureau, commented on the campaign. More than 100 field men and company officials attended the meeting and banquet.

Fire College Endorsed

The Indiana Firemen's Association at its annual meeting in Lafayette, Ind., last week endorsed the fire college idea and passed a resolution to sponsor it. The idea is fostered by the National Fire Protection Association. E. M. Sellers,

manager of the Indiana Inspection Bureau; C. O. Bray, Indiana state agent of the Hartford, and Joseph W. Stickney, chairman of the fire prevention committee of the Indianapolis chamber of commerce, attended the convention and answered questions of delegates but did not appear on the floor of any session to make formal addresses.

Richardson Associate Manager

The North America announces the advancement of G. F. Richardson to associate manager of the Detroit office under Manager Arthur Eliason. He succeeds W. W. Longstreth, who has been transferred to New York. The Detroit office is in full charge of the North America's business for the entire state of Michigan.

Fred W. Koepnick, field assistant to Mr. Richardson, will take over the Grand Rapids office and will operate under the supervision of Detroit.

Process Provision Not Exclusive

Answering an inquiry from Leo H. Lowe, director of trade and commerce, on the question of service of process, the attorney general of Illinois holds that while the recently enacted statute requires foreign insurance companies to appoint the director of trade and commerce as attorney for service of process, this provision of the statute is not exclusive and that service of process on litigated matters may be had on a bona fide agent of such foreign companies operating in Illinois.

Indiana Directors to Meet

President Atwood Jenkins of the Indiana Association of Insurance Agents has called a meeting of the board of directors to be held at the Claypool Hotel in Indianapolis Aug. 15.

Pioneer Mutual Reinsured

The Pioneer Mutual Fire of Indianapolis has reinsured its business in the Allemannia. It was a small German mutual, operating locally and in 1922 was reorganized under the name, Pioneer Mutual.

Church Loss at Terre Haute

St. Benedict's Catholic Church in Terre Haute, Ind., burned last week, a total loss estimated at \$300,000. There was \$88,000 of fire insurance and the risk carried a 28-cent rate as a fireproof building. Until last January the policies carried the 80 percent coinsurance clause but not at the time of the fire. Of course the clause would have been of no effect as the loss was total.

Michigan Report on Fires

LANSING, MICH., Aug. 6.—Annual report of the fire marshal's division of the insurance department discloses slightly higher fire loss in 1929 than in 1928. Loss is estimated at \$12,756,039 as compared with \$12,712,697 in 1928. The showing is considered exceptionally good in view of the fact that the 1928 record was the lowest in two decades. Commissioner Livingston says in the report that great strides have been made toward eliminating arson. There were 305 fires probed, 55 arrests, 48 voluntary confessions obtained and 32 convictions.

Takes Larger Quarters

The Nurnberg-Schiffler Company of Milwaukee, adjusting firm, of which Harry C. Nurnberg is president, has recently taken considerable more space adjoining its present quarters in the 490 Broadway building. This acquisition of new space gives the Nurnberg organization improved facilities for handling their adjustment service for the companies.

The Nashua Township Mutual Fire of Oregon, Ill., has changed its plan from a township to a county mutual and is now the Nashua Mutual County Fire.

LOYALTY GROUP

JANUARY 1, 1930 STATEMENTS

NEAL BASSETT, President
A. H. HASSINGER, Vice-President

WELLS T. BASSETT, Vice-President

JOHN KAY, Vice-President and Treasurer
ARCHIBALD KEMP, 2d Vice-President

FIREMEN'S INSURANCE COMPANY

OF NEWARK, NEW JERSEY

ASSETS	LIABILITIES	CAPITAL	NET SURPLUS	SURPLUS POLICYHOLDERS
\$60,811,870	\$14,495,225	\$18,777,000	\$27,539,645	\$46,316,645

HENRY M. GRATZ, President
A. H. HASSINGER, Vice-President

NEAL BASSETT, Chairman of Board

JOHN KAY, Vice-President
ARCHIBALD KEMP, 2d Vice-President

THE GIRARD F. & M. INSURANCE CO.

\$ 6,252,740	\$ 3,401,657	\$ 1,000,000	\$ 1,851,083	\$ 2,851,083
--------------	--------------	--------------	--------------	--------------

NEAL BASSETT, President
A. H. HASSINGER, Vice-President

WELLS T. BASSETT, Vice-President

JOHN KAY, Vice-President
ARCHIBALD KEMP, 2d Vice-President

MECHANICS INSURANCE CO.

\$ 5,078,813	\$ 3,335,593	\$ 600,000	\$ 1,143,219	\$ 1,743,219
--------------	--------------	------------	--------------	--------------

NEAL BASSETT, President
A. H. HASSINGER, Vice-President

WELLS T. BASSETT, Vice-President

JOHN KAY, Vice-President
ARCHIBALD KEMP, 2d Vice-President

NATIONAL - BEN FRANKLIN FIRE INS. CO.

\$ 5,233,116	\$ 3,070,630	\$ 1,000,000	\$ 1,162,486	\$ 2,162,486
--------------	--------------	--------------	--------------	--------------

NEAL BASSETT, President
A. H. HASSINGER, Vice-President

WELLS T. BASSETT, Vice-President

JOHN KAY, Vice-President
ARCHIBALD KEMP, 2d Vice-President

SUPERIOR FIRE INSURANCE CO.

\$ 5,073,876	\$ 3,061,200	\$ 1,000,000	\$ 1,012,676	\$ 2,012,676
--------------	--------------	--------------	--------------	--------------

W. E. WOLLAEGER, President
A. H. HASSINGER, Vice-President

NEAL BASSETT, Chairman of Board

JOHN KAY, Vice-President
ARCHIBALD KEMP, 2d Vice-President

CONCORDIA FIRE INSURANCE CO.

\$ 5,564,987	\$ 3,078,063	\$ 1,000,000	\$ 1,486,923	\$ 2,486,923
--------------	--------------	--------------	--------------	--------------

CHARLES L. JACKMAN, President
JOHN KAY, Vice-President

A. H. HASSINGER, Vice-President

WELLS T. BASSETT, Vice-President

NEAL BASSETT, Vice-President
ARCHIBALD KEMP, 2d Vice-President

CAPITAL FIRE INSURANCE CO.

\$ 652,382	\$ 13,200	\$ 300,000	\$ 339,182	\$ 639,182
------------	-----------	------------	------------	------------

CHAS. H. YUNKER, President
A. H. HASSINGER, Vice-President

NEAL BASSETT, Chairman of Board

JOHN KAY, Vice-President
ARCHIBALD KEMP, 2d Vice-President

MILWAUKEE MECHANICS' INSURANCE CO.

\$13,045,126	\$ 7,886,590	\$ 2,000,000	\$ 3,158,536	\$ 5,158,536
--------------	--------------	--------------	--------------	--------------

J. SCOFIELD ROWE, President
J. C. HEYER, Vice-President

NEAL BASSETT, Chairman of Board
EARL R. HUNT, Vice-President

S. WM. BURTON, Vice-President
S. K. McCLURE, Vice-President

METROPOLITAN CASUALTY INSURANCE CO.

\$14,945,383	\$10,320,195	\$ 1,500,000	\$ 3,125,187	\$ 4,625,187
--------------	--------------	--------------	--------------	--------------

C. W. FEIGENSPAN, President
E. C. FEIGENSPAN, Vice-President

NEAL BASSETT, Chairman of Board

W. VAN WINKLE, Vice-President
JOHN KAY, Vice-President

COMMERCIAL CASUALTY INSURANCE CO.

\$14,741,017	\$ 9,712,813	\$ 2,500,000	\$ 2,528,203	\$ 5,028,203
--------------	--------------	--------------	--------------	--------------

TOTAL OF ASSETS

TOTAL OF LIABILITIES

TOTAL NET PREMIUMS

\$131,779,040*	\$58,562,251	\$49,400,938
----------------	--------------	--------------

WESTERN DEPARTMENT

844 Rush Street, Chicago, Ill.

H. A. CLARK, Manager

Ass't Managers

H. E. M. SMITH

JAMES SMITH FRED. W. SULLIVAN

EASTERN DEPARTMENT

10 Park Place

Newark, New Jersey

CANADIAN DEPARTMENT

461-467 Bay St., Toronto, Canada

MASSIE & RENWICK, Ltd., Managers

PACIFIC DEPARTMENT

San Francisco, California

60 Sansome Street

W. W. & E. G. POTTER, Managers

Ass't Managers

JOHN R. COONEY CHAS. H. GATCHEL

* Capital and Surplus of affiliated companies owned by Firemen's, appear in gross assets of both.

LOYAL TO PRINCIPLE—TO LOYAL AGENTS, LOYAL

AGENTS who have experienced the service rendered by the Philadelphia Fire and Marine Insurance Company are more appreciative of the profits which may be derived from selling insurance sidelines.

PHILADELPHIA FIRE and MARINE INSURANCE COMPANY

HEAD OFFICE: 1600 Arch Street, Philadelphia
CHICAGO: 209 West Jackson Boulevard
SAN FRANCISCO: 200 Bush Street
ATLANTA: 8th Floor, Hurt Bldg.



Established 1807

EAGLE STAR

and
British Dominions
Insurance Company, Ltd.
of London, England



U. S. MANAGERS

GEO. W. BLOSSOM

WM. A. BLODGETT

O. F. WALLIN

HEAD OFFICE
149 William St.
New York

PACIFIC COAST DEPT.
108-110 Sansome St.
San Francisco

WESTERN DEPARTMENT, 175 W. Jackson Blvd., CHICAGO

Harry G. Casper
Associate Manager

Lawrence C. Larson
Superintendent of Agents

STATES OF THE NORTHWEST

Heavy Wisconsin Wind Loss

Estimates Place Tornado and Storm
Damage This Year at \$5,000,000,
Partly Uninsured

MILWAUKEE, Aug. 6.—Property damage from tornadoes and windstorms in Wisconsin this year is estimated at \$5,000,000 by county agents and insurance adjusters. This exceeds any similar period in the state's history. A great deal of property not covered by insurance was destroyed. As a result there has been increased demand for windstorm cover.

Damage is roughly estimated by counties as follows: Marathon \$925,000, Eau Claire \$500,000, Chippewa \$500,000, Pierce \$560,000, Brown \$500,000, Dunn \$308,500, Clark \$200,000, Monroe \$200,000, Trempealeau \$160,000, Outagamie \$150,000, Winnebago \$90,000, Rusk \$50,000, Manitowoc \$50,000, Calumet \$75,000, Racine \$40,000, Shawano \$40,000, Fond du Lac \$30,000, Waupaca \$30,000, and Kewaunee \$30,000.

Farm Loss Especially Heavy

In Marathon county the storm of June 13 damaged highways and bridges and destroyed buildings on 73 farms. Another storm July 20 caused damage on 10 farms, and another July 27 to 18 farms. In Brown county, about 150 barns were blown down in two storms, the heaviest damage being June 28. Insurance men say the loss in this district this year is equal to the total there for the last 12 years. Property loss in Eau Claire and Chippewa counties, estimated at \$500,000, is said to have been 65 percent covered by insurance. Insurance representatives of Pierce county have received 250 claims, totaling nearly \$500,000 for damage in the June 13 storm.

Wisconsin Committee Plans Hearing at Madison Aug. 13

MADISON, WIS., Aug. 6.—An open hearing on proposed changes in fire insurance laws of Wisconsin will be held at the state capitol in Madison Aug. 13 by the Wisconsin legislative interim committee.

A number of hearings have been held through the state. Announcements in connection with the forthcoming hearing state that these have revealed the point of view of insurance men, but little information has been received from policyholders.

Persons who will write to the capitol may receive a questionnaire containing some of the questions which the committee is anxious to have answered. These are as to whether the standard fire insurance policy in use in Wisconsin should be liberalized and if so in what respects; the matter of a substitution for the present rating law, and as to the insurance commissioner being given greater power to make changes in existing insurance rules and regulations.

Wind and Hail Losses Heavy

ST. PAUL, MINN., Aug. 6.—Companies writing hail and windstorm insurance are settling some rather heavy losses in this territory this summer.

Grain crops have been pretty well hailed out in several localities and July winds took a heavy toll of both town and rural buildings.

The William B. Joyce Co., which writes a large amount of windstorm coverage in this state, reports that losses this year are running heavier than usual. As is usually the case, following each storm there is a temporary rush in business from cautious property owners but this peters out within a few days.

Plans for Minnesota Meeting

Number of Excellent Speakers Are
Secured for the Annual Con-
vention in Duluth

Plans are being completed for the annual meeting of the Minnesota Association of Insurance Agents at the Hotel Duluth, Duluth, Minn., Aug. 21-22. J. P. McGee of St. Paul is president and will be in charge of the meeting. Clyde B. Smith of Lansing, Mich., president of the National association, will speak. Stewart F. Auer of Milwaukee, Wis., who has specialized on aviation insurance, will give some information on that subject. C. P. Diepenbrock, deputy insurance commissioner of Minnesota, will speak on agents' qualification laws. F. R. Crumpton of Superior, Wis., will talk on "Buying at Home." J. F. Reynolds, manager of the Minnesota Rating Bureau, will talk on "Establishment and Administration of the Workmen's Compensation Insurance Rate."

The program in detail is:

Thursday, Aug. 21

Registration of members, Hotel Duluth. Address of welcome, E. B. Dunning, president of Duluth Chamber of Commerce and insurer.

State association business as submitted by executive committee.

Luncheon for members.

Address, President Clyde B. Smith, National Association of Insurance Agents. "Accident Insurance," J. H. Blackhurst, superintendent of agents, St. Paul branch, Aetna Life.

"Fire Insurance Problems of the Agent," John F. Stafford, western manager, Sun.

"Meeting Mail Order Competition with Agency Cooperation," F. R. Crumpton, general agent, Superior, Wis.

"Establishment and Administration of Workmen's Compensation Rates," J. F. Reynolds, manager Minnesota Compensation Rating Bureau.

Banquet, Dennis F. Donovan, toastmaster, attorney United States Steel Corporation.

Friday, Aug. 22

Breakfast, executive and other committees.

"State Interference with Private Business or Public Relations," Henry Swift Ives, counsel Association of Casualty & Surety Executives, New York City.

"Six Miles a Minute," Stewart F. Auer, Milwaukee, president Auer & Co., aviation underwriters.

"Agent's Qualification Law," C. P. Diepenbrock, deputy commissioner of insurance, Minnesota.

"Mutual Competition," George E. Turner, attorney, Chicago.

2 to 6 p. m.—Boat trip, steamer Montauk, around Duluth-Superior harbor, up the St. Louis river to Fond du Lac and return.

Sports program, featuring baseball game.

Suspend Agents' Licenses

The agents' licenses of H. A. Rosen-vold, H. O. Limbo and M. E. Driver of Sioux Falls have been suspended until Aug. 20 on complaint of the South Dakota Employers Protective Association, a mutual workmen's compensation company of Sioux Falls. The mutual charged that salesmen of the Darst agency of Sioux Falls were making false and derogatory statements and causing policyholders to cancel policies and insure with the Darst agency.

Sparta Agencies Affiliate

The Stanley T. Webb Insurance Agency of Sparta, Wis., has announced a cooperative arrangement with the W. H. Blyton Company. The Webb agency will conduct its business from the same office as the W. H. Blyton agency in the Bank of Sparta building. Miss Marie Wand-schneider, who has had charge of the Webb agency office for the past four years, will continue with the agency and assist with the office work of the Blyton company. Mr. Webb has moved his family to Milwaukee.

IN THE MISSOURI VALLEY

Drought Hazard Emphasized

Kansas City Fire Record Shows Prevalence of Fires Starting in Weeds, Grass, Trash

Evidence that this season's drought has contributed to an excessive number of fires originating in weeds, grass and trash is found in the semi-annual report of the Kansas City fire department. The total number of fires in Kansas City for the first six months was 1,025 greater than in 1929, which increase, according to Lee Johnson, director of fire, was due almost entirely to the great number of weeds, grass and trash fires, during the extreme dry weather. There were 1,219 fires of this nature in 1930, an increase of 759 over 1929. Although the number of fires in Kansas City showed an increase, there was a decrease of \$255,126 in total loss over the first six months of 1929.

A number of fire insurance officials throughout the country have been alarmed over the hazard created by the prevalence of parched grass and weeds and have directed special agents to have this growth removed in the neighborhood of special risks.

In addition to the great number of fires originating in grass and weeds there has been a large number of farm fires starting in growing crops, haystacks, and straw stacks. Sparks from locomotives, threshing machines and cigarets have been the principal sources of ignition.

Stockyards Work Recognized

OMAHA, Aug. 6.—Five men representing the packing houses and stockyards have been appointed fire marshals and members of the fire prevention service of the city by Fire Commissioner Towl. They are E. L. Underwood, Dold; D. Callahan, Cudahy; C. H. Knoche, Armour; E. J. Erickson, Swift; and W. F. Haas, Union Stockyards.

These men have served on the packing house and stockyards fire prevention committee for the past 7½ years, during which time the fire pumps, mains and equipment have been developed into an interconnected system which is available for each or any of them and which will help to prevent another conflagration like the Armour fire of 1923.

Many Nebraska Spark Losses

LINCOLN, NEB., Aug. 6.—Farm losses resulting from the operation of threshers in fields and from sparks from railroad locomotives are reported numerous and in the aggregate heavy by Nebraska companies. The farm mutuals are the principal sufferers and one of the largest companies has received hundreds of claims. Drought conditions added to the normal hazard of the harvesting season, and threshers, grain stacks and straw piles were included in the claim lists.

Kansas City Losses Reduced

KANSAS CITY, MO., Aug. 6.—Fire losses here the first six months of this year were lower than any similar period since 1920, although the number of fires reported as higher, according to the semi-annual report of L. C. Johnson, fire director. Total fire losses to June 30 were \$689,857, a decrease of \$255,126 from last year.

Will Submit Water Bonds

LINCOLN, NEB., Aug. 6.—The water board has reconsidered its decision and will submit a proposal to issue \$3,000,000 in bonds for improvement of water supply at the November election instead of next spring as originally intended. During the recent drought the reservoir supply, which comes entirely from driven wells, was greatly reduced.

St. Louis Board Issues Chart

ST. LOUIS, Aug. 6.—With a view of eliminating the necessity of figuring

Sends Out Letter



RAY YENTER
Iowa Insurance Commissioner

Insurance Commissioner Yenter of Iowa has sent a letter to President Sam T. Morrison of the Iowa Association of Insurance Agents commenting on some of the important issues with the agents in that state. Commissioner Yenter has expressed himself freely. He is one of the prominent men in the National Convention of Insurance Commissioners, being chairman of its executive committee.

1/7 and 6/7 of each premium and in the interest of accuracy the Fire Underwriters Association of St. Louis has in preparation a chart in bound booklet form for the use of its members. The charts are furnished to the members for a nominal fee to cover cost.

Missouri Notes

The Missouri State Fire Prevention Association will meet at Columbia Aug. 12 to discuss association work. J. Elmer Ball has called members of the executive committee and chairmen and vice-chairmen of special committees to attend.

Fire departments chiefs and members in southeast Missouri will be assembled Aug. 9-11 at Kennett for a school of instruction supervised by the Missouri Inspection Bureau. Excellent results have been obtained by the bureau in one-day schools, and the time has been enlarged to give the departments greater efficiency.

News of States in the Southwest

Western National's New Home

San Antonio Company Buys 10-Story Building in That City as Home Office Location

SAN ANTONIO, TEX., Aug. 6.—Officers of the Western National Fire announce that they have acquired title to the ten-story fireproof modern office building known as the Real Estate Board building, at the corner of St. Mary's and Martin streets, San Antonio. The company, which is now occupying considerable space in the Milan building, is moving its headquarters immediately to that building, where it will be

THE SERVICE THAT SATISFIES

W. W. VINCENT & CO. INSURANCE

175 W. Jackson Blvd.
CHICAGO

111 John Street
NEW YORK

False Arrest Insurance for Department Stores

DEPARTMENT stores realize the need for protection against claims arising from false arrests or malicious prosecution. These claims are constantly increasing.

Insurance is now available under a copyright policy in the ST. PAUL MERCURY INDEMNITY that protects merchants against just such claims. This policy offers agents and brokers an entire new field of income from stores and merchants.

Written through any agent or broker—rates and complete information upon request.

D. A. FISHER, INC.

General Agents for United States
FISHER BLDG., MEMPHIS, TENN.

Policy Pays
Attorneys' fees
Witness fees
Court costs
Other incidental expenses
85% of judgment

Policy Limits
\$10,000/\$30,000

Policy Rates
Reasonable, based
on gross sales,
class and location
of store

Policy Copyright
By Allan Fisher

Suppose you have a fire tonight



HOME OFFICE
23rd Floor Bankers Building
105 West Adams Street
CHICAGO, ILLINOIS

DARBY A. DAY, President
E. H. HENNING, Vice-President
J. N. GILMORE, Vice-President
O. F. LOOKER, Secretary

ONE HUNDRED AND TWENTY-FIFTH ANNIVERSARY
1805 - 1930

Caledonian Insurance Company

The Oldest Scottish Insurance Office

Caledonian-American Insurance Company of New York

ROBERT R. CLARK,
U. S. Manager and President

THE NETHERLANDS INSURANCE COMPANY OF THE HAGUE, HOLLAND

Est. 1845

ROBERT R. CLARK, U. S. Manager
EXECUTIVE OFFICES: HARTFORD, CONN.

permanently located. Its offices will occupy the entire ninth floor of the structure. Plans are under way to create an insurance center in the newly acquired building, which will hereafter be known as the Western National Fire Insurance Company building.

Capital stock of the Western National has been increased by \$40,000 and surplus by \$108,000. Lewis W. Lipscomb, one of the former owners of the Real Estate Board building, was elected to the board of the Western National.

The Western National Fire, organized May 5, 1928, is one of a group, consisting of that company, the Security National Fire of Galveston and the Texas National of Galveston. Harry H. Rogers is president; Theo. M. Webb, vice-president; Eugene Branshaw, secretary, and Ike S. Kampmann, treasurer. It is the only stock fire company domiciled in San Antonio. Its progress has been rapid, although its business is confined principally to southwest Texas.

Protest Against Excess of Agents is Company Problem

NEW YORK, Aug. 6.—Action on the protest of the Associated Fire & Casualty Underwriters of Oklahoma City against the appointment by each fire company of more than one non-policy-writing agent in that city must be taken by individual companies, according to spokesmen here. Copies of a resolution of protest have been received at home offices as well as by individual special agents, the Oklahoma Field Club, Western Underwriters Association and Western Insurance Bureau.

It is stated here that many companies operating in Oklahoma City are already upon a sole agency basis there and hence are not affected by the protest of the local board. Other companies, however, especially those operating through general agencies, are credited with employing from 50 to 60 agents. It is believed that it is this arrangement which the Oklahoma city agents want abolished.

When certain hitherto independent communities were taken into Oklahoma City, an agreement was reached with the local board of the enlarged city whereby agencies established in these newly annexed communities were to retain their original status. In view of this understanding some managers decline to take any action which they believe would violate the pledge.

Texas Losses Running High

Again last week Texas' fire loss rose high in comparison with the same season last year, itself an inordinately high figure. At Houston, eight business firms suffered almost total loss in a fire of Wednesday, causing losses of more than \$200,000. San Antonio, with low premium volume and low rates because of its previously good record, had its second major fire of the year, when the Motor Truck Sales Company and John L. Jones Furniture Company, adjoining, sustained nearly \$100,000 loss. At Dallas the S. H. Kress Company's 5 and 10 cent store estimated damages of several thousand dollars in an early morning blaze. At Refugio a gas well has been wild most of the week and in flames for several days, with loss running into many thousands, as yet not accurately estimated.

Serious Condition at Refugio

For several weeks Refugio, Tex., located in the heart of a newly developed oil and gas field, has been menaced by a blazing well, which so far has not been extinguished, although experts from other states have been called in and every known means of extinguishing a blazing well have been applied.

The city council of Refugio permitted one well to be drilled in each city block. The blazing well is located on block 20, about five blocks from the business district. Structures on block 20 and all surrounding blocks have been moved out of the range of the fire, but a large

dwelling situated within 50 feet of the well has not been burned.

A committee of field men who visited the scene last week report that there was no especial danger of a conflagration from this particular well, although the Fire Association, Home of New York and Hartford have either reinsured or cancelled their liability in that town.

Hoffmaster Heads Blue Goose

The Texas Blue Goose at its annual meeting in Dallas elected these officers: Most loyal gander, Vance B. Hoffmaster; supervisor, Ralph U. Wright; custodian, R. C. McConnell; guardian, George M. Easley; keeper, Ernest R. Schoen; welder, A. H. Haynes; guards, Marshall C. Brown, Walter J. Boston, Charles J. Kaine, Arthur F. Marine, Frank L. Brackney and L. B. Hughes; delegates to grand nest, Frank Gibbons and R. W. Fort; alternates, M. G. Jarreau and J. F. Pillett.

Takes Over Security Union

The Commercial Standard of Dallas has taken over the unexpired business of the Security Union of Houston. It has not reinsured the surety and fidelity bonds. The Security Union is a stock company which has been conducted along with the Lumbermen's Reciprocal Association, whose license in Texas has been suspended. The Texas license of the Security Union has also been suspended.

Two Tornadoes Hit Texas

Two tornadoes struck Texas last week, both of which did heavy property damage. At Greenville many dwellings and other buildings were struck, while at San Antonio the cyclone struck Dodd Field, razed officers' quarters and hangars and shops, but left the 12 planes unscathed.

Clifford Moves to Lubbock

E. J. Clifford, formerly executive special agent for the Security National Fire, with headquarters in Galveston, Tex., has moved headquarters to Lubbock, Tex., where he will have charge of the west Texas activities of that company.

Southwest Notes

E. Guy Fuller, manager of Fuller Adjustment Company, has returned to Oklahoma City from a fishing trip to Minnesota lakes. Before returning home Mr. Fuller visited St. Paul, Minneapolis and other northern points of interest.

Mrs. E. B. Bennett, manager of the farm department of Cravens, Dargan & Co., Houston, Tex., has returned from a three weeks' vacation trip, visiting Arizona, New Mexico, California and Colorado. On her way through Texas going and returning, she stopped to see a number of local agents to discuss farm insurance conditions.

Southern States Local News

Probe Councilmen's Practice

Investigation at Richmond, Va., Shows Several Officials Handle Cover on City Property

RICHMOND, VA., Aug. 6.—Threat of a municipal insurance fund was made here upon disclosure that approximately 12 percent of fire and automobile insurance written on city property has been and is handled by five members of the city council. After City Attorney Cannon recommended that the practice of placing some of the city's insurance with councilmen should stop, W. Stewart White, one of these councilmen, suggested at a meeting of the city finance committee that the committee act at once on a plan to cancel policies as they expire and cover the risks through a special insurance fund.

It was decided to defer action and lay the matter before the new council in

September. Examination of policies in the office of City Comptroller Edwards showed that \$286,050 of city insurance has been written by council members. Mr. White, who is a member of the aldermanic branch, heads the list with \$144,650; Robert L. Figg, also an alderman, has \$17,000 credited to him, but records show that he placed the insurance, consisting of two fire policies, before he was elected in 1928.

Three members of the common council, together with the amounts placed by each of them, are: Wortley Dickie, \$76,000; William L. Tyler, \$25,400; William E. Sullivan, \$23,000. The remainder of the city's insurance is distributed among some 60 other agents of the city. This situation was uncovered as a result of efforts made by the Richmond "News Leader."

While the city attorney was of the opinion that it was not a violation of law for councilmen to write insurance on city property, he recommended that the practice be stopped because the state court of appeals had not passed on the question and might rule adversely, causing the city's interest to suffer through voiding of policies.

Drought Conditions Serious

Four Months Dry Spell Forces Water Ration Measures, Increases Hazard in Kentucky

LOUISVILLE, Aug. 6.—The Kentucky Actuarial Bureau bulletins agents concerning the drought and its serious effects at Richmond, Paris, Hopkinsville, Hazard, and other points, especially regarding sprinkler equipment. In some towns water is being rationed and the supply cut off during certain periods every day. However, but few towns have made the water ration effective, and there are only a few cities with installations on other than the larger rivers. At Shelbyville, Ky., authorities secured an injunction preventing the Kentucky Utilities Company from rationing water, and the company is hauling water in tank cars to increase supply in the reservoir.

Many towns are in dangerous condition. Road work is at a standstill because water wagons are being used to haul water for stock and human use. City sprinklers in Louisville, as well as those of the county, are hauling water to outlying farms.

The state board of health is sending out many bulletins due to low water and danger of typhoid. Crops are burned up, the country bone dry, field and woods fires numerous and fire hazards greatly increased. Some towns have not enough water to put out any sort of fire. More than four months of drought and three weeks of very high temperatures have played havoc in Kentucky.

Bureau Explains Practices

Kentucky Bulletins Take Up Important Matters Affecting Windstorm, Uniform Farm Forms

LOUISVILLE, Aug. 6.—Charles Springer, Kentucky Actuarial Bureau, reports that a bulletin is going out to agents regarding the many misunderstandings where assureds figure they are covered from damage by hail under a windstorm policy. There is of course no liability for even wind driven hail, unless under endorsement. Agents are advised to use the red printed notice that hail damage is not covered under windstorm, and glue the sticker to every wind policy that does not carry the hail endorsement. Another bulletin concerns filter and other water improvements, which often instead of improving fire protection reduce available water and tend to increase rather than decrease rates. It is suggested that plans be submitted the bureau before contracts are placed.

The bureau also emphasizes that

agents must secure a letter of authority from assured before the bureau may undertake any survey for improvement of risk. Uniform forms mandatory on writing farm property under a new ruling are discussed. Agents are instructed that all underlying policies written by the Interstate Underwriters Board must now be sent through the bureau for audit under a new regulation.

James B. Ross Goes with Godchaux & Mayer Agency

NEW ORLEANS, Aug. 6.—Appointment of James B. Ross, widely known New Orleans insurance man, as active vice-president of Godchaux & Mayer is announced. Mr. Ross has been general manager of the New Orleans Underwriters Agency and is succeeded in that post by Louis J. Rareshide. Mr. Ross has been active in insurance affairs in New Orleans for more than 30 years. Mr. Rareshide, who becomes manager of the New Orleans Underwriters Agency, has been connected with the agency for many years.

J. W. Alexander of Alexander & Bolton of Alexandria, La., succeeds Mr. Ross as president of the New Orleans Underwriters Agency.

Mr. Ross took a leading part in the organization of the Louisiana Fire Prevention Bureau in October, 1904, and served on the executive committee until that bureau was succeeded by the Louisiana Rating & Fire Prevention Bureau in August, 1928. He served as a member of the executive committee of the rating bureau until August, 1929, retiring then only because of other demands upon his time. Mr. Ross also figured prominently in the reinsurance of the Sun of New Orleans by the Royal in 1912, representing the Royal in that important transaction.

Godchaux & Mayer are general agents for Louisiana, Mississippi and Alabama of the American Central, Eagle Star, Detroit Fire & Marine, New Brunswick Fire, Harmonia Fire, Universal, Potosi, Guaranty Fire of Providence, Maryland Casualty, General Accident and Home Life of New York.

Water Supply at Richmond

Through a transposition of names of cities, Richmond, Va., in a recent issue was credited with being in an acute condition from a water supply standpoint. As a matter of fact the Richmond supply comes from the James river and notwithstanding the drought has been wholly adequate for the needs of the city. Virginia itself has suffered severely from drought, but there has been no curtailment of water for any purpose in Richmond.

Protest Laundries' Insurance Charge

NEW ORLEANS, Aug. 6.—The practice of laundry companies in New Orleans charging 1 cent for insurance on suits to be cleaned and pressed and 10 cents on rugs to be cleaned was protested by John X. Wegmann, president of the Lafayette Fire, at a meeting of the Louisiana insurance commission.

The commission announced that the legality of the practice would be investigated.

Inspect Tennessee Hospitals

NASHVILLE, TENN., Aug. 6.—The Tennessee Inspection Bureau announces that the major portion of all hospitals in the state have been serviced and inspected and have adopted the use of safety film in x-ray work instead of the poisonous and explosive type.

Inspections have been made in Nashville, Knoxville, Chattanooga, Johnson City, Murfreesboro, Johnson City and Columbia. Preliminary inspection has been made in Memphis.

Many Alabama School Losses

BIRMINGHAM, ALA., Aug. 6.—Heavy losses from school fires in Alabama are attracting notice of insurance men. Figures of the state educational department show 32 schools have burned since the beginning of the last school term. The



Germanic Fire Insurance Company of New York

122 E. 42nd Street New York City

NORMAN T. ROBERTSON, President

Capital \$1,000,000

Surplus to Policy Holders..... 2,079,013

INDEPENDENCE

of action in agency relations and the conviction that the producer should share in the profits of his efforts

MAKES

Germanic Representation an Agency Asset

STANDARD INSURANCE COMPANY OF NEW YORK

Has recently been licensed in

MICHIGAN, INDIANA, OHIO, KENTUCKY and TENNESSEE

Statement December 31, 1929

CAPITAL	\$1,000,000.00
PREMIUM RESERVE	1,343,126.03
OTHER LIABILITIES	275,065.00
NET SURPLUS	2,319,515.19
TOTAL ASSETS	4,937,706.22

Write for agencies to

Head Office: 80 John Street, New York

J. A. KELSEY, President

G. Z. DAY, Vice-President

based on company prosperity....



REAL prosperity for any of us in the insurance business must be based on the prosperity and satisfactory operation of the insurance companies. There can be no real conflict of interest between companies and general agents. All interests dependent upon fire insurance for a livelihood should extend to each other the fullest measure of enlightened cooperation.

"The general agent is always close at hand"



Well informed underwriters--intensive field development--prompt agency service.

Index to American General Agency Service

ALABAMA

HURT & QUIN, INC.
Atlanta, Ga.

A. H. TURNER
Atlanta, Ga.

J. L. DAVIS, INC.
Birmingham, Ala.

ARKANSAS

L. B. LEIGH & CO.
Little Rock, Ark.

COATES & RAINES
Little Rock, Ark.

TREZEVANT & COCHRAN
Dallas, Tex.

T. E. BRANIFF COMPANY
Oklahoma City, Okla.

CALIFORNIA

EDWARD BROWN & SONS
San Francisco, California

COLORADO

STANDART & MAIN
Denver, Colo.

COBB, MILLER & STEBBINS
Denver, Colo.

REYNOLDS BROTHERS
Fremont, Neb.

FLORIDA

HUNTER, LYON, INC.
Miami, Fla.

HURT & QUIN, INC.
Atlanta, Ga.

A. H. TURNER
Atlanta, Ga.

GEORGIA

HURT & QUIN, INC.
Atlanta, Ga.

A. H. TURNER
Atlanta, Ga.

INDIANA

GEORGE L. RAMEY AGENCY
Indianapolis, Ind.

IOWA

OLMSTED INC. AGENCY
Des Moines, Iowa

KANSAS

KANSAS UNDERWRITERS
Wichita, Kans.
MILLER-STUDEBAKER AGENCY
Topeka, Kans.

COBB, MILLER & STEBBINS
Denver, Colo.

T. E. BRANIFF COMPANY
Oklahoma City, Okla.

L. N. EWING, General Agent
Tulsa, Okla.

J. H. GOOD GENERAL AGENCY
Kansas City, Mo.

KENTUCKY

SNYDER BROTHERS GENERAL AGCY.
Louisville, Ky.

LOUISIANA

BLACK, ROGERS & CO., LTD.
New Orleans, La.

TREZEVANT & COCHRAN
Dallas, Tex.

A. H. TURNER
Atlanta, Ga.

STECKLER-WAGNER, INC.
New Orleans, La.

MICHIGAN

THE JAMES A. JONES AGENCY, INC.
Detroit, Mich.

MINNESOTA

E. M. ZUEL & CO.
Mankato, Minn.

R. M. NEELY CO.
St. Paul, Minn.

MISSISSIPPI

A. H. TURNER
Atlanta, Ga.

STECKLER-WAGNER, INC.
New Orleans, La.

J. L. DAVIS, INC.
Birmingham, Ala.

THE American Association of Insurance General Agents is unalterably opposed to any plan of operation tending to weaken the American Agency System. This campaign is designed to promote the interests of all insurance producers. Local agents can express their approval or appreciation of the ideals expressed in this advertising series by placing complimentary lines of business with the offices listed herewith who are contributors to the support of this publicity. Such local agency appreciation and endorsement will aid materially in assuring the continuance of this constructive enterprise.

MISSOURI

KANSAS UNDERWRITERS
Wichita, Kans.

J. H. GOOD GENERAL AGENCY
Kansas City, Mo.

NEBRASKA

REYNOLDS BROTHERS
Fremont, Neb.

NEW MEXICO

COBB, MILLER & STEBBINS
Denver, Colo.

STANDART & MAIN
Denver, Colo.

TREZEVANT & COCHRAN
Dallas, Tex.

NORTH CAROLINA

LOUIS E. ENGLISH, INC.
Richmond, Va.

A. H. TURNER
Atlanta, Ga.

OKLAHOMA

SAM H. STEWART
Oklahoma City, Okla.

WILL S. EBERLE
Oklahoma City, Okla.

KANSAS UNDERWRITERS
Wichita, Kans.

TREZEVANT & COCHRAN
Dallas, Tex.

L. N. EWING, General Agent
Tulsa, Okla.

T. E. BRANIFF COMPANY
Oklahoma City, Okla.

AMERICAN AGENCY COMPANY
Tulsa, Okla.

OREGON

PHIL GROSSMAYER COMPANY
Portland, Ore.

SOUTH CAROLINA

HURT & QUIN, INC.
Atlanta, Ga.

A. H. TURNER
Atlanta, Ga.

SOUTH DAKOTA

JOHN M. COGLEY, INC.
Sioux Falls, S. D.

HOLLISTER, DUX & HOLLISTER
Sioux Falls, S. D.

TENNESSEE

SNYDER BROTHERS GENERAL AGCY.
Louisville, Ky.

TEXAS

DEXTER BROTHERS & WHEELER
Dallas, Tex.

GEORGE M. EASLEY & CO.
Dallas, Tex.

FLOYD WEST & CO.
Dallas, Tex.

TREZEVANT & COCHRAN
Dallas, Tex.

T. E. BRANIFF COMPANY
Oklahoma City, Okla.

UTAH

COBB, MILLER & STEBBINS
Denver, Colo.

VIRGINIA

GORDON & BROWN
Richmond, Va.

B. P. CARTER
Richmond, Va.

LOUIS E. ENGLISH, INC.
Richmond, Va.

A. H. TURNER
Atlanta, Ga.

WEST VIRGINIA

GORDON & BROWN
Richmond, Va.

WISCONSIN

C. P. HELLIWELL
Milwaukee, Wis.

WYOMING

COBB, MILLER & STEBBINS
Denver, Colo.

REYNOLDS BROTHERS
Fremont, Neb.

STANDART & MAIN
Denver, Colo.

DISTRICT OF COLUMBIA

B. P. CARTER
Richmond, Va.

All firms are members of American Association of Insurance General Agents

FLORIDA UNDERWRITERS' HAND-BOOK

The 1930-31 Florida Underwriters' Hand-Book has just been issued. This is the first edition of this book, which was previously published by the Southern Underwriter Company of Atlanta, to be issued by the National Underwriter Company and embodies many new features of interest.

This book has undergone a complete change in style, type and contents.

In the Company Directory Department is found a listing of all Fire, Casualty and Life Companies operating in Florida showing age, address, officers, capital, assets, surplus and nearest supervising agent.

Included is a complete list of state and special agents giving their office and residence addresses and telephone numbers.

There is a resume of the important points covered by the Insurance Laws of the state.

Organizations allied with the insurance business are listed with information as to their officers, addresses and purposes.

In the Statistical Department a complete showing is given of all companies operating in the state with their premiums, losses and classification of business, as well as the total business in the state of Fire and Life Companies for six years.

Another feature which has not appeared before in this book is the showing of the special lines which companies write.

In addition to these the book contains the usual features found in other state books published by The National Underwriter Company with particular attention given to accuracy in the agency listing.

Copies of this new edition may be secured from The National Underwriter Company, Hand-Book Department, 420 E. Fourth Street, Cincinnati, Ohio, at the regular price of \$7.50.

THE NATIONAL UNDERWRITER COMPANY

Hand-Book Publishers for

Alabama	Illinois	New Mexico
Arkansas	Indiana	North Dakota
City of Chicago	Iowa	Ohio
Colorado	Kansas	Oklahoma
Delaware	Maryland	South Dakota
District of Columbia	Michigan	West Virginia
Florida	Minnesota	Wisconsin
Georgia	Nebraska	Wyoming

The Georgia and Alabama Hand-Books are now in the process of compilation and will be ready for distribution shortly.

latest fire destroyed the high school at Camp Hill, Ala., valued at \$35,000 and covered by \$26,250 insurance. State Fire Marshal Slaughter is investigating.

Continue Nashville Campaign

NASHVILLE, TENN., Aug. 6.—The Tennessee state fire prevention department, the Nashville chamber of commerce and the Nashville fire department have entered into an agreement to continue the fire prevention campaign started in Nashville in July, 1929, it is announced by the Tennessee Inspection Bureau.

The text book course on fire prevention has been adopted in the Nashville public schools.

Complete North Georgia Tour

AUGUSTA, GA., Aug. 6.—Sidney O. Smith of Gainesville, chairman of the conference committee of the Georgia Association of Insurance Agents, and Scott Nixon of Augusta, chairman of the extension committee, have returned from a tour of north Georgia where they went to stimulate interest in the Georgia association. Many new members were secured and plans were made for the formation of a local board at Rome.

Bureau Enjoys Outing

LOUISVILLE, Aug. 6.—A big afternoon was enjoyed by the Kentucky Actuarial Bureau staff at a country club east of this city. There was a golf tournament, and prizes, bridge for the ladies, a bathing beauty contest, dinner and dancing.

Kentucky Actuarial Bureau Changes

LOUISVILLE, Aug. 6.—The Kentucky Actuarial Bureau announces the transfer of C. N. Mullican, Jr., from the Covington, Ky., office to the main office at Louisville. Eugene W. Short of the Louisville division has been sent to Covington. Mr. Short recently graduated from Armour Institute and had previously spent several summers with the bureau.

Louisiana Notes

William Kidd Duncan, 70, a member of Duncan & Kidd agency, Ruston, La., died at his home there following an illness of several months.

S. Lacy Dickerson has sold his agency at Bogalusa, La., to R. E. Richardson. The business will be operated hereafter under the name of R. E. Richardson Insurance Agency.

News of Pacific Coast States

Registration of Car Issue

Interesting Case Involving Alleged Fraudulent Concealment Came Before the Arizona Supreme Court

The Arizona supreme court in the case of Chicago Fire & Marine against Sharpsteen has had an interesting case to decide. Sharpsteen sold an automobile to Wood under a conditional sales contract. A few days thereafter the Chicago Fire & Marine insured him against loss of "the fraudulent concealment or disposal of the automobile by the vendee in attempt to defraud the vendor." The car was driven out of the state by the vendee without consent of the vendor and never recovered. The company denied liability on the ground that by the policy terms the insured had warranted that the car was registered with the motor vehicle department of Arizona and that he held a certificate thereto, when, in fact, it had not been so registered and neither Sharpsteen or Wood held such title.

Held Application Was Oral

The court held that the application for the policy was oral. The local agent made no inquiry concerning the registration or the existence of a certificate of title. He had before him the certificate of title to Larsen and the conditional sales contract from Sharpsteen to

Bus Insurance --

EXCLUSIVE AGENCY for all states west and south of the Allegheny Mountains — Thirty-six States—Stock Company over \$2,500,000 capital and surplus. Write us for allotment of territory.

B. K. ELGIN, Incorporated
520 Illinois Bldg., Indianapolis, Ind.

ENJOY

Cincinnati's Finest

**SERVICE
FOOD
HOSPITALITY
LOCATION**

HOTEL GIBSON

C. C. SCHIFFELER
Managing Director

1000 Rooms \$3.00 and up

8c a week is the cost of The National Underwriter by annual subscription. 13

Wood. The information showed that the title transferred by Larsen to Wood was subject to a lien of \$292.75 in favor of Sharpsteen. The court says that all the agent had to do to ascertain whether the car had been registered and a certificate issued in the name of Sharpsteen or Wood was to make inquiry. Since the record discloses that this was not done it must be held that the company intended to and did not waive the fact as a ground of forfeiture.

Shifts Coast Management

The New Hampshire Fire has completed arrangements to transfer its California, Nevada and Arizona management to John A. Whalley & Co. Aug. 31. By mutual agreement the New Hampshire is retiring from the office of Charles A. Colvin, who is also Pacific Coast manager for the Providence Washington, Boston and Old Colony.

Will Check Washington Violations

SEATTLE, Aug. 6.—A deputy commissioner has been appointed in the insurance department office here for the detection and correction of errors or discrepancies or violations of the Washington insurance code. C. H. Cole has been appointed to the position. It is believed this supervision will tend to stabilize the fire insurance situation in the state.

Dunn with Eppich Organization

DENVER, Aug. 6.—Ed P. Eppich & Son, general agents, announce that A. Jackson Dunn, former branch manager of the Northwestern National, has become associated with their organization. Mr. Dunn has acquired an interest in the business and becomes a member of the firm.

New Montana Deputy Named

George P. Porter, Montana state auditor and commissioner of insurance, announces that his deputy, William A. Logan, has resigned to take a federal position. Hugh A. Gaw, chief clerk, has been named deputy.

Ask for State Fire Fund

SAN FRANCISCO, Aug. 6.—The California Firemen's Association, through a resolution, has instructed its incoming officers to present a bill for a state fire insurance fund to the 1931 session of the legislature. It is understood the proposal is supported by the officials of the association.

Montana Agents Out for Legislature

Montana legislative candidates, as result of the primary election, disclose a number of insurance agents, among them E. H. Goodman, Townsend; V. H. Hinal, Plevna; Peter M. Riggs, Hingham; E. F. Galt, Geyser; R. W. Spangler, Superior; Harry S. Whitcomb, Malta; W. T. Waite, Broadus; Walter Flachsenhar, Terry; W. B. McLaughlin, Darby; Phil Goodwin, Butte, and W. C. Husband, Harlowton.

Plans to Enter Oregon

SEATTLE, Aug. 6.—Following a preliminary survey made by President Stuart G. Thompson, the Washington Fire & Marine of Seattle plans to enter Oregon on a general agency basis.

J. D. Miles Is Dead

J. D. Miles, vice-president of the Miles Trust & Realty Co. agency at Miles City, Mont., a grand nephew of Gen. Nelson A. Miles, famous Indian fighter, died at a hospital in Livingston from pneumonia contracted while on an automobile trip from Salt Lake City, where he had been attending the citizens' military training camp. He was a graduate of Princeton University and served in the world war.

Pacific Northwest Field Changes

Gus A. Roth of Portland, Ore., has resigned as special agent for the London Assurance for Oregon and parts of

Idaho and Washington. James Hitt of San Francisco has taken over his work. Ralph G. Giesy, who has traveled in Oregon for the National Liberty has resigned to become associated with Bal-four-Kessler Agencies.

Eastern States Activities

Many Agencies Incorporated

New York State Insurers File Charters at Albany—Majority in New York City

ALBANY, Aug. 6.—In recent weeks 32 corporations have been chartered to engage in the insurance business in New York state. More than two-thirds, or 23 out of 32, gave as their principal office New York City, 22 being in the borough of Manhattan and one in Brooklyn. New corporations outside of New York City are:

Associated Agents & Underwriters, Albany, Richard C. Hayes, Helen Friedman, Thomas H. Lee.

Estate Parity Corporation, Buffalo, Morey G. Bartholomew, Kent Cristy, Allan C. Christman.

Frontier Agency, Buffalo, Philip C. Barth, G. Thomas Ganim, Mathew P. Barkery.

Vanaernam Agency, Buffalo, Wallace Ban Aernam, George L. Schupp, George J. Schupp.

Bostwick Agents Corporation, Great Neck, Erastus J. Parson, Elizabeth Maher, John E. Egan.

Carlisle & Spaulding, Lockport, Jack Carlisle, Buel A. Spaulding, Charles Harrison.

Rockland County Agency, Nyack, Jacob O. Hawvermale, Chris Vasiliow, John F. McFarlane.

Mor-Gen Agency, Schenectady, George J. Graw, John J. Dwyer, Thomas F. Winston.

Empy Agency, Syracuse, George J. Graw, John J. Dwyer, Thomas F. Winston.

Ormsby Agency, White Plains, Le Roy S. Perkins, Christopher W. Hoey, Aaron Wallach.

New Baltimore Equitable Treasurer

BALTIMORE, Aug. 6.—George W. Turner, Jr., has been elected treasurer of the Baltimore Equitable to fill the vacancy caused by the death of Wilton Snowden. The society's charter does not provide for a president or vice-president. Accordingly Mr. Turner as treasurer will be the executive officer.

He is the seventh to hold that office in the 136 years since the founding of this society. The Baltimore Equitable operates under the oldest charter existing in Maryland, being founded in 1794, two years before the incorporation of the city of Baltimore itself.

Reduce Oil Refinery Rates

Fire and use and occupancy rates will be reduced from 25 to 30 percent on oil refineries in Pennsylvania under modifications in basic rate schedules made by the Underwriters Association of the Middle Department. The Pennsylvania department estimates that annual savings to oil refineries will be about \$100,000. The middle department excludes southeastern Pennsylvania and Allegheny county.

Give Smoke Damage Coverage

NEW YORK, Aug. 6.—Filings for smoke damage coverage in connection with fire policies having been made by the New York State Fire Insurance Rating Organization for its Syracuse, Buffalo and suburban divisions, approval has been given by the insurance department. The new rates sanction the use of the smoke damage cover as supplemental only to fire contracts, and are applicable to dwellings and contents (excluding farm property), are 4 cents

SECURITY FIRE INSURANCE CO.

DAVENPORT, IOWA

A COMPANY
With Whom You Will Feel
"AT HOME"



1883-1930

SURPLUS TO POLICYHOLDERS
OVER
ONE MILLION DOLLARS

Member of the Western Insurance Bureau (Incorporated)

OVERLOOKING
BEAUTIFUL
JUNEAU PARK
AND
LAKE
MICHIGAN

**THE
Plaza
APARTMENT HOTEL**

*A Dignified Place of Residence for
Permanent and Transient Guests*

FURNISHED APARTMENTS
AND HOTEL ROOMS FOR TRANSIENTS

Ideal for women traveling alone

Personal Direction Of
O. F. HOMBERG

Milwaukee

ON CASS AT EAST STATE STREET

ONE U. S. HIGHWAY NO. 141

500 APARTMENTS
300 ROOMS

Convenient
Transportation
to
Everywhere



GEO. M. EASLEY

HAL V. HAYS

GEO. M. EASLEY AND COMPANY GENERAL AGENTS—DALLAS

"HE PROFITS MOST WHO SERVES BEST"

Boston Ins. Co.
Pittsburgh Underwriters
Patriotic Insurance Company
Federal Ins. Co. of Jersey City
Globe Indemnity Co. New York
Fire & Marine Und. Agency of Automobile Ins. Co. of Hartford

A · DIRECTORY · OF · RESPONSIBLE INDEPENDENT ADJUSTERS

COLORADO, WYO. AND N. MEX.

L. B. DAVIS ADJUSTMENT COMPANY
INVESTIGATIONS—ADJUSTMENTS—
INSPECTIONS
For the Insurance Companies Only
Formerly Branch Manager, Retail Credit
Co., Inc.
1814 University Bldg. Denver, Colo.

Southwestern Adjustment Company

Adjusters of Insurance Losses
All Modern Coverage
848 Gas & Electric Bldg. Denver, Colorado
718 First Natl. Bldg., Albuquerque, N. M.
285 Two-Republics Bldg., El Paso, Texas

DISTRICT OF COLUMBIA

NICHOLS COMPANY INSURANCE ADJUSTMENTS

Representing Companies Only
Bond Building, Washington, D. C.
Mutual Building, Richmond, Va.
Prompt and courteous service

ILLINOIS

G. R. BARTELS

Insurance Adjuster
106 W. Jackson Blvd. Chicago
Health-Accident Liability Burglary Compensation
Fire Glass Casualty Surety Automobile

ARTHUR L. LADD & CO.

CLAIM DEPARTMENT
SERVICE TO INSURANCE COMPANIES
We Will Handle One Case or All Your Cases
EVERY KIND OF INSURANCE CLAIMS
A-2027-31 Insurance Exchange, Chicago
Phone HARRISON 9035

WILSON S. LEVENS & CO.

A-1315 INSURANCE EXCHANGE
Fire, Auto, Inland Marine, and Aircraft

MARTIN

ADJUSTMENT CO., Inc.
Automobile, Burglary and Inland
Marine Adjustments
A-1330-32 Insurance Exchange, Chicago
Harrison 9514

JOSEPH RICE & CO.

INVESTIGATIONS & ADJUSTMENTS
ALL CASUALTY LINES
Chicago Office Milwaukee Office
966 Ins. Exch. Bldg. 601 Guaranty Bldg.

OSCAR A. MORRIS ADJUSTER

JACKSONVILLE, ILLINOIS
Fire, Automobile and Casualty
Losses for Companies Only

Angus B. Ferdinand BONDED ADJUSTER

715 Jefferson Bldg. Tel. 6057
Over 12 years experience Established Peoria 1922
PEORIA—ILL.
Fire, Auto, Inland Marine, and Aircraft

INDIANA

S. Indiana W. Kentucky S. Illinois
SOUTHERN INDIANA ADJUSTMENT CO.
411 Mercantile Bank Bldg.
EVANSVILLE
Specializing in Auto-Compensation-Accident
Health Claims. Insurance Companies only.
Thos. M. Duncan, Mgr. Phone M. 878

H. G. DOUGHERTY

Insurance adjustments and investigations
1019-20 Lemcke Bldg. Phone Riley 4548
Indianapolis Indiana
Automobile-Inland Marine-Casualty

INDIANA ADJUSTMENT CO.

Automobile Adjustments
Separate Offices at
INDIANAPOLIS
FORT WAYNE
TERRE HAUTE
EVANSVILLE

A. M. FOLEY

Adjustment Bureau
Covering N. Indiana & S. Michigan
Automobile, Casualty, Compensation,
Inland Marine
Union Trust Bldg. Phone 2-2782
South Bend, Indiana

IOWA

Iowa Casualty Adjustment Co.

Specializing on
Automobile and Casualty Claims
Paramount Theatre Bldg. Des Moines, Ia.

KENTUCKY

Kentucky Southern Indiana
C. J. PURCELL
Adjuster
Investigations and Inspections.
Automobile Losses Exclusively.
Especially experienced on automobile finance
business.
Starks Building, Louisville, Ky.

MICHIGAN

A. H. DINNING COMPANY

Insurance Adjusters
Automobile -- Fire -- Marine
844 Free Press Building
DETROIT, MICH.
Phone Randolph 0481

GENERAL ADJUSTING CO.

Adjusters of Insurance Losses
Fire, Automobile, Casualty, Marine
155 W. Congress St. Detroit, Mich.
Riker Bldg., Pontiac, Mich.
The John C. Myers Co., Victoria Block,
Windsor, Ont.

MINNESOTA

LYMAN HANES, Inc.

General Adjusters
for Insurance Companies
FARGO and MINNEAPOLIS

MISSOURI

MoKanOkla Adjustment Company

Adjusters for Companies Only
805 Temple Bldg., Wichita, Kansas
207 Davidson Bldg., Kansas City, Mo.
817 Insurance Bldg., Oklahoma City, Okla.
1118 Hunt Bldg., Tulsa, Oklahoma

MISSOURI (Cont.)

THOS. J. ENGLISH

Specializing on
AUTOMOBILE and CASUALTY
CLAIMS
Pierce Bldg. ST. LOUIS, MO.

NEBRASKA

The JOHN D. GARMIRE

Independent Adjusting Office
Omaha, Nebr. Est. 1907
ASSOCIATE ADJUSTERS:
Frank A. Sucha Harvie A. Jewell
Jack H. Mack J. Verne Brewer

OHIO

Insurance Service of Canton, Inc.

819 Renkert Bldg., Canton, Ohio
J. A. Anderson, Mgr. Phone 5167
Fire and Casualty Adjustments, Inspections
and Investigations for Insurance Companies

AUTOMOBILE ADJUSTMENT CO.

Harry L. Federman, Manager
Specializing on All Automobile and
Aircraft Losses
1009 Enquirer Bldg. Cincinnati, Ohio
Telephone Canal 5787

CHARLES E. CURTIS

Specializing on
Auto and Air Craft Losses
H. R. Bassett KEITH BUILDING F. S. Pelton
CLEVELAND
Thirty-Six Years Company Service

C. L. HARRIS & COMPANY

General Adjusters
Cleveland—Auditorium Bldg.
Akron—412 Akron Savings & Loan Bldg.
Youngstown—810 Mahoning Bank Bldg.
Toledo—628 Nicholas Bldg.
Columbus—10th Floor, Outlook Bldg.
Cincinnati—411 First Nat'l Bank Bldg.
Lima—308 Lima Trust Bldg.

THAYER'S UNDERWRITERS SURVEY CO.

E. A. Thayer, General Manager
N. R. Thayer, Supt. of Claims
593-4-5-6 Finance Bldg.,
Cleveland, Ohio
Adjusters for the companies in every kind of
insurance loss. Twenty-nine years' experience
qualifies us.

S. W. OHIO S. E. INDIANA

FRED W. PETERS

INDEPENDENT ADJUSTER
Fire, Tornado and Automobile Losses
1041 Third National Bldg., DAYTON, OHIO

OHIO ADJUSTERS, INC.

305 Leader Bldg., Cleveland, Ohio
General Insurance Adjusters.
Resident Adjusters in All Sections of Ohio.
Fire, Fire & Theft, Casualty, Accident &
Health, Marine, Surety Bonds, Aircraft

THE CENTRAL OHIO ADJUST- MENT BUREAU, INC.

35 East Gay St. Columbus, Ohio
Adjustments, Inspections, Investiga-
tions, for Insurance Companies.
W. C. Beatty, Mgr.

OHIO (Cont.)

The General Insurance Adjustment Co.

Second National Bank Bldg.
TOLEDO
Clifford L. Rose, Mgr.

OKLAHOMA

Bates Adjustment Company

"We have served the companies for
more than thirty years"
Oklahoma City, Okla. Tulsa, Okla.
W. S. Hanson, Mgr. R. W. Murray, Mgr.

THE FULLER ADJUSTMENT COMPANY

Prompt Adjustment Services
Provided in Oklahoma
Offices at
Oklahoma City Tulsa, Okla.
215 Merc. Bldg. 213 Atco Bldg.
Guy H. Fuller, Mgr. L. M. Hallock, Mgr.

PENNSYLVANIA

TRI-STATE AUTOMOBILE ADJUSTERS

INVESTIGATIONS—ADJUSTMENTS
INSPECTIONS
For the Insurance Companies
JONES LAW BUILDING
William A. McGuire, Manager, PITTSBURGH, PA

TEXAS

Malone Adjustment Company

—General Adjusters—
Territory—
West Texas—New Mexico—
Southeast Arizona and Mexico
14th Floor, Bassett Tower
El Paso, Texas

Southwestern Adjustment Company

Adjusters of Insurance Losses
All Modern Coverage
Mark P. Conley, Manager
205 Two Republics Bldg., El Paso, Texas
Offices
840 Gas & Electric Bldg., Denver
710 First Natl. Bank Bldg.,
Albuquerque, N. M.

WISCONSIN

REHFELD ADJUSTING CO.

State Bank of Wisconsin Building
Madison, Wisconsin
Telephone: Badger 1621

NURNBERG-SCHIFFLER & CO.

General Adjusters
Underwriters Exchange Bldg.
MILWAUKEE
400 Broadway Phones—Broadway 7316
7315

THIS IS IT!

A Real Rate Finder and Cancellator
Shows the percentage of earned premium all
worked out. No calculating—simply find the per-
centage by reading off the arrow from circular
columns on a dial.

Only earned premium finder that takes you to
the percentage without a single calculation. All
that is left to do is apply the percentage to the
premium. Accurate within 4 cents on \$100 pre-
mium, any period one day to 3 years. Greatest
time-saver ever introduced—absolutely accurate.

THE DISCOMPUTER \$2.00

The National Underwriter
175 Jackson Blvd. Chicago

per \$100, or 10 cents for three years, with a minimum premium of \$2.

Buck with Poor & Alexander

BALTIMORE, Aug. 6.—A. F. Buck has resigned as manager of the Hagerstown office of the Middle Department, to go with Poor & Alexander, succeeding the late "Bob" Miller as special agent. Mr. Buck has handled the work of the Middle Department in the Hagerstown territory for the past five years.

Plan Atlantic City Survey

ATLANTIC CITY, N. J., Aug. 6.—Frederic Hickman, Harry Godshall, and Herbert A. Faunce, prominent agents of Atlantic City, have been named as a committee to study the fire and casualty insurance situation of the community and to make recommendations

concerning the future placing of coverage on publicly owned property.

Change in Baltimore Agency

BALTIMORE, Aug. 6.—Maury, Donnelly & Parr, Inc., has succeeded Maury, Donnelly, Williams & Parr, one of the oldest and best known local agencies in this territory. Ral Parr was elected president and H. O. Parr, U. O. and Robert E. Michael are vice-presidents. Paul Leber was made secretary and Albert L. Heil, treasurer.

Frederick W. McComas, founder of the Baltimore agency of McComas, Kroh, Insley Co., has resigned from that agency and is now manager of the casualty department of Lee E. Hartman & Co. Mr. McComas has been in the insurance business more than 30 years, founding the local agency which bears his name some 27 years ago.

IN THE CANADIAN FIELD

Auto Laws to Be Scrutinized

Fire Insurance Legislation Also on Agenda of Canadian Superintendents' Conference

Automobile and fire insurance legislation, the credit evil and free insurance are the principal topics for the fire and casualty agenda during the 13th annual conference of the Association of Superintendents of Insurance of the Provinces of Canada to be held in Edmonton, Alta., Aug. 25-27.

Consider Auto Amendments

R. Leighton Foster, superintendent of Ontario, and Charles Heath, Manitoba, will lead the discussion of automobile insurance legislation. There will be a consideration of amendments to uniform provincial insurance legislation respecting contracts of automobile insurance, consequent upon enactment of the amendment to motor vehicle laws (so-called safety responsibility legislation) by Ontario and Manitoba. There will also be consideration of rights of third party claimants against insurers and presentation of forms of modified written application for garage and sales agency policies promulgated by the association.

Heath, Dugal to Lead Section

Mr. Heath and B. A. Dugal, Quebec, are scheduled to report their findings on the credit evil and free insurance since the 1929 conference.

Under the topic, "Fire Insurance Legislation" there will be a general review of provincial fire legislation with particular reference to newly enacted Nova Scotia fire insurance legislation. A. E. Fisher, Saskatchewan, and Henry Brace, Alberta, will supervise this section.

On the evening of the first day there will be a banquet tendered by the province of Alberta and a dance tendered by the superintendents of insurance of Canada.

Committee reports will consume the second and third mornings while on the afternoon of the second day there will be golf or a sight-seeing trip under the auspices of the associated insurance fraternity of Alberta. A private exec-

utive session will terminate the conference on Wednesday afternoon, Aug. 27.

Report Drop in Hail Premiums

WINNIPEG, Aug. 6.—It is expected that there will be a drop of from 25 to 30 percent in the premium income of Canadian companies writing hail business this year in the west. Two years ago the premium income from this source was about \$7,000,000, last year it was \$3,500,000, while this year it is expected to drop below \$3,000,000. A paramount reason for this appears to be that the west simply lacks purchasing power, and the present low price of wheat of course cuts down the insurance value to be carried. It has been reported that losses to date are running about 20 percent, but there are still about 30 days to run before an accurate approximation can be made of the probable loss ratio for the year. The hail insurance business is on a firmer foundation than it was a few years ago, and a lot of the underwriting troubles have been ironed out.

Get Imperial Guarantee in West

Fess & Smith of Winnipeg have been appointed general agents for the western provinces of the Imperial Guarantee & Accident of Canada.

Canadian Notes

The Administration & Trust Co., Regina, has been appointed general agent of the General of Paris.

F. J. Telfer has been appointed superintendent for the province of Quebec by the Ocean Accident.

The Cosmopolitan Fire, First National of Washington, Germanic Fire and the Philadelphia Fire & Marine have been licensed in Canada.

Reed, Shaw & McNaught, Montreal, have been appointed branch managers for the Imperial Assurance of New York in the province of Quebec.

R. L. Stalling, assistant Canadian manager for the Sun Insurance group, has been in Winnipeg this week on a tour of the west.

The Superior Court of Montreal has ordered a company to pay \$14,185 for an airplane which fell into a lake on a trial flight.

Gerald C. Edwards has been appointed acting general manager in Canada of the Zurich General Accident and John H. Bugar has been appointed superintendent of all branches.

SPECIALISTS in INSURANCE STOCKS

Quotations and Statistics gladly furnished.

CHARLES SINCERE & COMPANY

231 So. La Salle St.

Chicago

Branch Office, Palmer House

All Phones State 2400

MEMBERS

New York Stock Exchange
Chicago Stock Exchange

Chicago Board of Trade
Asso. Member, N. Y. Curb Ass'n.

Refer to Quotations that appear regularly in
THE NATIONAL UNDERWRITER

TODAY

Buyers of insurance are demanding the best. Realizing this the Twin City Fire has developed until it is able to serve them completely and satisfactorily in all their insurance problems.

Writing fire, tornado, farm, automobile, hail, tractor and fur coat floater insurance in 33 states.

TWIN CITY FIRE INSURANCE COMPANY

Minneapolis

Minnesota

COSMOPOLITAN FIRE INSURANCE COMPANY

92 William Street, New York City

CAPITAL \$1,000,000

Surplus and Voluntary Reserve . . . \$1,508,043.98

OFFICERS

IRA A. SCHILLER,
Chairman of the Board

FRANK COHEN,
Vice-President and Treasurer

JAMES A. BLAINEY,
President

W. A. RATTELMAN,
Vice-President

PERCY F. BIGLIN,
Secretary

M. L. FITZPATRICK,
Assistant Treasurer

FIRE REINSURANCE TREATIES

Eagle Fire Insurance Company
(NEW JERSEY)

Baltica Insurance Co., Ltd.
(DENMARK)

Franklin W. Fort

Thomas B. Donaldson

18 WASHINGTON PLACE, NEWARK, N. J.

Organized 1867

WHEELING FIRE INSURANCE CO. WHEELING, WEST VIRGINIA

Capital \$200,000.00

Surplus to Policyholders \$477,733.46

Assets \$979,014.91

O. E. STRAUCH, Secy WM. V. FISCHER, Asst. Secy. FRED C. CAMPBELL, Special Agent

SAFE

SOLID

SOUND



Insurance Attorneys



A Directory of Responsible Attorneys Specializing in Insurance Law

CALIFORNIA

Dinkelspiel & Dinkelspiel
881 De Young Bldg. San Francisco, Calif.
Associates
Henry G. W. Dinkelspiel David K. Lener
Martin J. Dinkelspiel Alfred J. Stern
John Walton Dinkelspiel Hiram E. Casey
All Phases of Insurance Litigation
and Business

CANADA

Mehr & Mehr
Barriers & Solicitors
Canadian Pacific Building
Toronto, Ontario
Counsel for National Surety Company, London
Guarantee, & Accident Company Limited
and United States Casualty Co.

FLORIDA

BLACKWELL & GRAY
CONGRESS BUILDING, MIAMI
Casualty, Surety, Fire, and Life Insurance
Litigation in Southern
Florida

GEORGIA

Bryan and Middlebrooks
Candler Building
ATLANTA GEORGIA
Shepard Bryan W. B. Tishner
Greene Middlebrooks W. Colquitt Carter
Chauncey Middlebrooks Edward B. Everett, Jr.
C. W. Russell M. H. Meeks
FIRE LIFE AND CASUALTY
Insurance Litigation in the Southern States

ILLINOIS

Bradley, Harper & Kiggins
33 South Clark St.
Chicago, Ill.
Insurance claims and litigation, all classes.
Insurance Department and legislative matters,
and general insurance counsel.

Cassels, Potter & Bentley
1060 The Rookery
CHICAGO

EKERN & MEYERS
Insurance Attorneys
208 So. La Salle St.
CHICAGO

Silber, Isaacs, Silber & Woley
Attorneys & Counselors
HOME INSURANCE BUILDING
CHICAGO
Special Attention to the Law of
Fire Insurance and Taxation

JOHN E. CASSIDY
ATTORNEY
Facilities to attend Investigations,
Adjustments and Litigation in
Central Illinois
1004 Peoria Life Bldg. PEORIA

ILLINOIS (Cont.)

BROWN, HAY & STEPHEN
714 First National Bank Bldg.
SPRINGFIELD

Oscar J. Putting
Sixth Floor Reich Building
Springfield, Illinois

INDIANA

George A. Henry Delbert O. Wilmett
HENRY & WILMETH
Insurance Attorneys
504-5 Meyer-Kaiser Bank Building
Indianapolis, Indiana
Specially equipped to handle
Investigations—Adjustments—Litigation

**Slaymaker, Merrell, Ward
& Locke**
Attorneys specializing in All Phases of
Fire, Marine, Life & Casualty
Insurance Litigation
751-780 Consolidated Bldg.
INDIANAPOLIS

IOWA

Jesse A. Miller Oliver H. Miller
Frederic M. Miller J. Earle Miller
Miller, Miller & Miller
Lawyers
1316-1318 Equitable Building
Des Moines

**Parrish, Cohen, Guthrie,
Watters & Halloran**
Attorneys and Counselors at Law
Register and Tribune Building
DES MOINES

KANSAS

Ebright, Burch & Patterson
Attorneys-at-Law
Brown Building Wichita
General Insurance, Fire, Casualty and Surety
Practice—Facilities for Investigations and
Adjustments

MICHIGAN

INVESTIGATIONS — ADJUSTMENTS
INSURANCE LITIGATION
G. WILSON GLOSTER
ATTORNEY AT LAW
1222 Ford Building, Detroit
Randolph 7925

MICHIGAN (Cont.)

DUNHAM & CHOLETTE
ATTORNEYS AT LAW
1012-1016 Grand Rapids National Bank Bldg.
GRAND RAPIDS

MINNESOTA

Geoffrey P. Mahoney
Attorney and Counselor
831 Metropolitan Bank Building
Minneapolis, Minnesota

ERNEST E. WATSON
All Lines
Represent Companies Only
Including Defense of Negligence
936 Andrus Bldg. Minneapolis

BUNDLIE KELLEY
ST. PAUL
Maintain department for adjustment
and investigation of claims.

ORR, STARK, KIDDER & FREEMAN
11th Floor, Minnesota Bldg.
ST. PAUL
INSURANCE LITIGATION
Special Department for
Investigations and Adjustments

**SEXTON, MORDAUNT, KENNEDY
& CARROLL**
Adjusters and Investigators sent to any
place in the Northwest
Pioneer Building, Security Bldg.,
St. Paul, Minn. Minneapolis

NEW JERSEY

SAMUEL M. HOLLANDER
COUNSELOR AT LAW
Chamber of Commerce Bldg., Newark, N. J.
Telephone 1140-1 Market
Specialist in the Law on Breach of Warranty
and General Insurance Cases

NEW YORK

David F. Lee, David Levene, Edwin F. Verreas
LEE, LEVENE & VERREAU
TRIAL LAWYERS
815 Security Mutual Bldg.
Binghamton, New York
Insurance attorneys. Especially equipped to handle
investigations, adjustments and litigation over central
New York.

OHIO

Rees H. Davis Fred J. Young
DAVIS & YOUNG
Attorneys at Law
General Insurance, Fire, Casualty & Surety
Practice. Also facilities for investigations
over Northern Ohio.
Guardian Bldg. CLEVELAND

OHIO (Cont.)

KNEPPER & WILCOX
Outlook Building
COLUMBUS

MATHEWS & MATHEWS
Attorneys At Law
25 North Main Street
DAYTON

DENMAN, MILLER & WALL
TOLEDO

WM. A. FINN
ATTORNEY AT LAW
General Insurance, Casualty & Surety Practice.
Exceptional facilities for Investigations
over entire State of Ohio.
628 Nicholas Bldg. TOLEDO

Harold W. Fraser John W. Wynn, Jr.
Stanley J. Hiatt Ross W. Shonaker
Hampton G. Wall John J. Kendrick
George R. Effler Gerald P. Goodlander
Howard H. Jacobson
Fraser, Hiatt, Wall & Effler
ATTORNEYS
Suite 718 Home Bank Building
TOLEDO, OHIO

OKLAHOMA

**Rittenhouse, Lee, Webster &
Rittenhouse**
American National Bank Bldg.
OKLAHOMA CITY

SOUTH DAKOTA

BAILEY & VOORHEES
Charles O. Bailey (1888-1928)
Ray F. Bruce
John H. Voorhees Melvin T. Woods, Jr.
Theodore M. Bailey Roswell Bottom
BAILEY-GLIDDEN BUILDING
SIOUX FALLS,
INSURANCE PRACTICE

TENNESSEE

RAYMOND C. CAMPBELL
ATTORNEY
Insurance litigation and claim work in any
part of East Tennessee
1-5 Post Office Bldg.
Elizabethton, Tenn.

WILLIAM HUME
NASHVILLE

TEXAS

TOUCHSTONE, WIGHT, GORMLEY & PRICE
ATTORNEYS AND COUNSELORS
MAGNOLIA BUILDING DALLAS, TEXAS
O. O. Touchstone Henry W. Strasburger
S. W. Lancaster Thomas F. Nash
John N. Touchstone Philip L. Kellie
Allen Wight Robert B. Holland
J. W. Gormley Lucian Touchstone
Robert Price

Insurance ATTORNEYS

A Directory of Responsible Attorneys Specializing in Insurance Law

WASHINGTON

ROBERTS, SKEEL & HOLMAN

Alaska Building
John W. Roberts
E. L. Skeel
Tom W. Holman
Tyrone H. Hollander
Bliss E. Wilson
Elwood Hutchings
Frank Hunter

SEATTLE

WISCONSIN

BLOODGOOD STEBBINS & BLOODGOOD

382 East Water Street
MILWAUKEE

Representing U. S. Fidelity & Guaranty Company, Metropolitan Life Insurance Company, Globe Indemnity Company

WEST VIRGINIA

STEPTOE & JOHNSON

CLARKSBURG, WEST VIRGINIA
10th Floor, Union Bank Building
CHARLESTON, WEST VIRGINIA
Kanawha Valley Building
Philip P. Steptoe, Louis A. Johnson, Leo P. Caulfield,
James M. Guller, Stanley C. Morris, Chesney M.
Carter, Thomas J. Gillooly, J. Horner Davis, II,
William J. Maier, Jr., Oscar J. Andre, Norman B.
Willott.

GERALD P. HAYES

Attorney

Insurance litigation and claim work in any part of Wisconsin

945 1st Wis. Natl. Bank Bldg., Milwaukee



Automobile (All Covers)
Fire and Tornado
Public Liability
Plate Glass

UNION INSURANCE COMPANY OF INDIANA

Executive Office—Indianapolis, Ind.

A strong, progressive stock company, organized in 1849 and doing business in Indiana, Illinois, Oklahoma and Missouri.

Wide-awake agents, seeking a good connection are invited to address the executive office at Indianapolis.

The LIBERTY INSURANCE COMPANY

HOME OFFICE DAYTON, OHIO

Automobile Insurance—Full Coverage—All in One Policy
Plate Glass and General Liability Insurance
Assets Over 1½ Million—Surplus to Policyholders \$600,000

Agents wanted in Alabama, Arkansas, California, Florida, Georgia, Illinois, Indiana, Iowa, Kansas, Kentucky, Michigan, Missouri, Ohio, Oklahoma, Oregon, Tennessee, Texas and Washington.

J. R. Jones,
Pres. & Mgr.

Removing
the Mystery from U. & O.

This book on Use and Occupancy Insurance written by W. B. Foster, a recognized authority, will open up a new line of premium income for you. Price \$1.25. The National Underwriter, 11946 Insurance Exchange, Chicago.

MOTOR INSURANCE NEWS

Condemns Loss of Use Cover

Springfield Issues Vigorous Denunciation of Endorsement, Calling it Overinsurance

In a bulletin to field men, the Springfield's western department has expressed itself as being unalterably opposed to automobile loss of use coverage. This form has been the subject of much controversy. A number of companies outside the National Automobile Underwriters Association have been advertising and selling this endorsement while recently several conference companies have offered it. The National Automobile Underwriters Association has taken the position that loss of use is not a prohibited policy and conference companies electing to use it are not violating the conference rules.

The Springfield expresses the view that the loss of use endorsement is really over-insurance. It is a great inducement to a policyholder to have his car stolen and remain unrecovered as long as possible, the Springfield bulletin declares.

Agents Demand It

"Automobile loss of use following theft coverage," the bulletin states, "recently introduced by several non-association companies and featured in their advertising, has created some demand from our own agents who naturally desire to meet competition."

"This subject has received consideration and it is the consensus among association underwriters that to write it would be clearly detrimental to our business."

"At first glance it would appear that the coverage fills a long felt want. To physicians and salesmen (of whom we always hear in this connection), such loss of use is supposed to be a real money loss. The fact is, however, that the loss is more apparent than real; actually it costs little more at any time to rent an automobile than to own one."

Money Ahead by Theft

"But if a doctor or salesman actually suffers material loss, nine out of ten car owners are probably money ahead when total theft stops their automobile expense. To a man out of work the \$5 per day would be a clear incentive to have the automobile stolen and remain unrecovered as long as possible, a little matter rather easily arranged. In such case the insured, through the magnanimity of the company, might eat his cake and still have it; three or four old Fords could be made to support a large family. Were we to write it," we would, naturally, be obliged to grant this coverage on any automobile used wholly or in part for 'business' purposes, nor could our examiners, as a rule, determine whether or not the loss of use actually stood to cost the assured the \$5 per day indemnity provided."

"Putting it in another way, the loss of use endorsement is in effect additional insurance on the automobile, that is, over-insurance. Five dollars a day for 60 days comes to \$300, and how easily collectible it promises to be! No argument or appraisal; just so many days at so much a day and the adjuster must draw the draft."

"In short, no honestly managed company can afford to become the purveyor of this sort of coverage and we should so express ourselves in meeting."

New Missouri Rates Approved

Complete approval of the automobile fire and theft rates filed with the Missouri department some time ago having been given by Superintendent J. B. Thompson, the revised rates will become effective August seventh both as to new business and renewals.

Company Is Liable in Suit

Missouri Supreme Court Handed Down a Decision in Which Collision Damages Figured

A company in insuring Emily Johnson told her after a collision to "forget about it." The Missouri supreme court in the case of Oehme vs. Johnson holds that the finding of the trial court that the company by its acts of omission and its assumption and control of the trial to the exclusion of the assured made itself liable for all the damage proved and included in the verdict, this whether such liability is rested on the ground of waiver, election or estoppel or some kindred legal explanation, is given. Oehme claimed damages for injury to himself, his automobile, expenses for hospital and medical treatment to his wife and loss of her service. The insuring company was given notice and the summons and complaint were delivered to it. On knowledge of the claim made it assumed and conducted the defense. It was not until after the verdict that it claimed it was not liable for all the items of damages enumerated.

Figures Junked Car Value

Vast Initial Values in Automobiles Are Scrapped After a Few Years in Service

NEW YORK, Aug. 6.—According to data gathered by the automobile department of the Niagara Fire, motor cars costing originally \$12,150,000,000 were scrapped in the United States within the ten year period ended Dec. 31.

The total number of automobiles so discarded, embracing both pleasure and business types, was 15,195,000, the initial average value per machine being \$800. While appreciating that the worth of the cars had greatly depreciated at the time of their consignment to the discard, they cost their owners when new a sum sufficient to liquidate the national debt of some of the European countries.

Compared to Taxes

The sum is almost as large as the total corporation taxes paid to the United States treasury in the 1929 fiscal year. It is more than double our customs receipts for the same term, and falls short of the total revenues collected by the 48 states in 1927 by only a little more than \$500,000,000. It exceeds the value of the national petroleum production in 1928 by some \$12,000,000, and is almost as large as the net debt of all the states at the beginning of 1928.

Theft Insurance Figures

It is interesting to note that while approximately 60 percent of the new cars sold annually are insured against fire and theft, only about 30 percent of all machines registered are so protected, the balance of these mobile assets being without insurance. After five years of service, a car is normally uninsurable and the average life of a motor vehicle is placed at seven years.

Advertise Rate Reductions

A number of Michigan agents, in order to capitalize on the reduced automobile collision fire and theft rates in that state, are attaching an announcement of the lower rates to copies of the "Insurance Pictorial," which are sent each month to clients and prospects. "Rates and premiums for collision insurance, which covers damages to your car, have now been reduced 50 percent," one of these messages declares. "Also 25 percent on fire and theft. You can afford to carry this important insurance."

THE AMERICAN LIABILITY & SURETY COMPANY ... CINCINNATI . OHIO

W . J . Williams . . . President

All lines of Automobile Insurance

Fidelity and Surety Bonds

Accident and Health

General Liability

Plate Glass Burglary

POLICYHOLDERS' SURPLUS \$1,486,926.61

Address .. Wm. C. Safford .. Vice-Pres & Gen. Mgr

The National Underwriter

August 7, 1930

CASUALTY AND SURETY SECTION

Page Thirty-one

Announce Rates on Theft Cover

Schedule Under Marine-Casualty Agreement Applies to Transportation Form

STATES ARE CLASSIFIED

Stabilization of Business Expected from Pact Arranged to Terminate Encroachment by Companies

NEW YORK, Aug. 6.—Rates to be charged by marine companies for open stock burglary and theft peril included in transportation policies, in accordance with the agreement effected with casualty companies in the National Bureau of Casualty & Surety Underwriters, have been issued, effective as to new business on and after July 31, and as to renewals on and after Aug. 31.

States are classified in four divisions. The counties of Cook and Lake in Illinois are placed in Territory 1 and the balance of the state in Territory 2.

Territories Are Subdivided

Territories in turn are divided into five trade groups, according to the relative hazard of each. There is in addition a complete classification of business, each type being assigned to its proper trade group, with notation to coinsurance limit.

Negotiations between marine and casualty interests were started nearly 18 months ago. Casualty executives chafed under steady encroachment by marine offices on what they considered their special preserves. So severe was the strain that casualty underwriters appealed to the New York department. The result was that former Superintendent Albert Conway prepared an amendment to state law which would have required marine office to make rate filings on inland marine lines.

Conway Withdraws Bill

When marine men pleaded that the practices complained of would be remedied, the proposed legislation was withdrawn. Mr. Conway threatened, however, that the measure would be reintroduced at the next session and pushed to passage if marine underwriters failed to make good their promises. The recent accord with casualty companies is expected to end the long difficulty.

Following the shrinkage in straight marine business a couple of years ago, marine offices began to drive for inland covers, their first line of attack being on lines of fire offices. Here they encountered growing opposition.

An important outcome of various conferences was formation of the Interstate Underwriters Board. The line of demarcation between the two classes of business was clearly defined. The next step to clarify the situation so far as the marine offices and other types of carriers were concerned was the agreement with the casualty companies.

Marine offices also organized an as-

Casualty Executives Cast Their Eyes Over the Field

NEW YORK, Aug. 6.—Casualty executives by this time are very well informed as to business conditions throughout the country and the effect on their own operations. This year will be a spotted one in many particulars. Competition is as keen as ever and, in fact, companies are out stronger than they have been in the endeavor to maintain their premium income. The bidding for business and agencies is still very prevalent. Premium income is lost because of the present conditions. The long continued drought and hot weather have affected almost all rural communities. The farmers are in a disconsolate frame of mind because of the loss of crops. The summer has been unprece-

dented in this respect. In all the drought areas, therefore, business of all kinds is seriously affected because business enterprises depend on the farmers to a great extent. Today the farmers have not money wherewith to purchase insurance. This year will be a very lean one with most of them. In fact, farmers are cutting off their insurance on automobiles. They are even forced in some respects to cut down on their fire and tornado insurance. The plight of the farmer is affecting insurance in those towns in the great agricultural stretches.

Cancellations Are Numerous

Head offices of casualty companies say that cancellations are numerous. People are forced to reduce their outlay in every direction. Those that have been carrying accident and health insurance are either not renewing their policies or are cutting down in amounts. Burglary and plate glass insurance is being cancelled. Everybody seems to be counting the cost and one of the first whacks to be made is the insurance premium.

In some of the industrial centers where factories have shut down in whole or in part, the agents are reporting less income. Reduced payrolls, of course, cut down the workmen's compensation premiums materially. Companies re-

port that collections are very sluggish due largely to the fact that agents have their extra funds tied up in their business. They are carrying accounts for good customers that are pinched. They feel that they will get their money later on and are sure of it. In the meantime, however, they are cramped for funds to meet their own obligations. Almost every agent that has any surplus cash is putting it back of customers that have stood by him. Collection departments, therefore, find it rather difficult to deal with cases of this kind. They are agents of substance who have met their balances promptly but find themselves confronted with an emergency.

Conditions in Cities

In the cities and the larger towns agents have lost accounts due to business consolidations, failures and readjustment. Large holes have been made in the bank rolls of a number of agents because of these shifting conditions and the course of the times. Field men report that some offices being very resourceful, are pioneering in new lines, are selling life insurance, are working harder and therefore do not show any great decrease in their commission accounts. They are taking advantage of every opportunity to keep up their income.

Union Indemnity Promotes C. E. Van Allen in East

C. E. Van Allen has been advanced from manager of the liability department of the Union Indemnity and New York Indemnity in their eastern department to be assistant secretary in charge of compensation and liability in the New York territory.

Mr. Van Allen entered the business in 1906 with the Fidelity & Casualty and rose to the position of cashier in the New York branch. In 1911 he joined forces with the United States Fidelity & Guaranty in its Jersey City office where he gained much experience in underwriting. Leaving the U. S. F. & G. he entered the employ of the Globe Indemnity Company serving it successively in New York City and Chicago where he had charge of the liability department, returning to the home office in 1917. When the Globe Indemnity moved its home office to Newark, N. J., Mr. Van Allen accepted a position with the Union Indemnity as assistant superintendent to Norman Hoag at that time in charge of the liability, inspection and auditing departments.

Schofield Gets Post with Globe

Takes Charge of Agencies as Vice-President of Newark Company

RESIGNS FROM STANDARD

Colorful Figure in Casualty Field Quits Connection He has Held for 24 Years

DETROIT, Aug. 6.—Emerson J. Schofield, for the past 24 years connected with the Standard Accident of this city, and vice-president since 1925, will shortly transfer his allegiance to the Globe Indemnity, of which he is to be vice-president in charge of agencies. For some years he has been in charge of agency production for the Standard.

In announcing this important change, to become operative Sept. 1, A. Duncan Reid, president of the Globe, characterizes Mr. Schofield as one of the outstanding casualty agency men of the United States.

Schofield's Long Experience

Entering the service of the Standard Accident in 1906 as a claim adjuster, the first major post held with the company by Mr. Schofield was as superintendent of the personal accident department. In 1919 he was appointed superintendent of agents, advanced to the assistant secretaryship three years later and in 1925 elevated to vice-president.

He is a native of Littleboro, England, where he was born in 1883, and he was brought by his parents to this country at an early age, settling in Wisconsin.

His public school education was followed by a course at the University of Indiana, and again at the Detroit College of Law, from which latter school he received the L.L.D. degree.

Active Federation Worker

In addition to performing special legal work in relation to insurance, he has been active in a number of insurance affairs, serving for a time as president of the Michigan federation. As evidence of their appreciation of his labors on behalf of local agents the Michigan Association of Insurance Agents in meeting at Detroit last year presented Mr. Schofield with a handsome gift. He is a speaker and writer of logic and persuasiveness and is justly regarded as an outstanding and most colorful figure in casualty insurance. He is credited with having effected many improvements in the Standard's organization.

Employers Gets Nashville Fleet

NASHVILLE, TENN., Aug. 6.—A contract for a year's fleet coverage on about 75 automobiles and trucks of the City of Nashville for liability and property damage has been given to the Employers Liability, Hicks-Brady Co. is the Nashville agent.

It Wasn't Oil But Salt That Killed This Cow

The story of an amusing claim against a bonding company, which issued a bond on an oil well in the Oklahoma City field, is being circulated.

In drilling, according to the story, a salt bed was struck and the brine was pumped into a nearby creek. A farmer's cow drank too much of the salt water and died. The farmer claimed damage against the company bonding the well.

Receiver Is Appointed for Defunct Houston Carriers

WRIGHT MORROW IS NAMED

State Takes Over Lumbermen's Reciprocal and Security Union from
Christie & Hobby

AUSTIN, TEX., Aug. 6.—Wright Morrow, Houston attorney and formerly first assistant attorney general of Texas, has been named receiver of the Lumbermen's Reciprocal and the Security Union, Houston, carriers managed by Christie & Hobby whose licenses were revoked on the basis of an audit indicating impairment. The receiver was appointed by District Judge J. D. Moore at Austin. The allegation is that the two concerns are insolvent, that their officers have resigned and that great losses will result to the policyholders unless the state takes charge of their affairs and conducts the business with the remaining assets.

It is alleged in the petition filed by Attorney General R. L. Bobitt and Assistant A. Wade, that the Lumbermen's has a deficit of \$328,599, as regards liability to policyholders. Admitted assets are said to be \$944,491 and liabilities \$1,272,614. It is alleged that the deficit of the Security Union to its policyholders is \$205,499, admitted assets being \$687,211 and liabilities \$892,711.

Wrote Compensation

Filing of the receivership proceedings follows the investigation and audit of the companies made under the direction of the Texas insurance board. The companies largely write workmen's compensation, and the petition says a large amount of the liabilities are represented in small weekly payments due many injured workmen who were given awards or to families of workmen who lost their lives.

Seven counts are contained in the petition against the Lumbermen's with a statement that the practices cited "were in violation of law." These counts are:

1. Verbally guaranteeing that cost per \$100 of payroll will not exceed a certain rate, the difference between the board rates and the guaranteed rate being returned in the form of dividends.
2. Settling with certain subscribers on a cost-plus basis, returning the difference between cost, plus a percentage to the attorney-in-fact, to the subscriber in dividends.
3. Withholding last dividend settlements on cancelled accounts, unless subscriber makes demand for immediate settlement.

Allowed Advance Dividends

4. Allowing at issuance of policy (on automobile business) a discount off established premium, in consideration of the subscriber waiving the participating provisions of the policy.
5. Paying dividends on certain workmen's compensation policies at the rate of 20 percent, whereas other subscribers in the same class received only 13 percent.
6. Paying commissions to brokers and withholding the amounts so paid from dividends due the particular subscribers.
7. Paying excessive dividends in advance in the form of commissions.

Only bare accusation of insolvency was made regarding the Security Union. Receivership for the Lumbermen's also has been asked in the United States district court of San Francisco by Mrs. Helen Lay, awarded \$5,000 by the industrial commission for the death of her husband, who was employed by a concern covered by the Lumbermen's.

Mallalieu on Coast Trip

W. E. Mallalieu, general manager of the National Board, together with Mrs. Mallalieu, left for the Pacific coast Aug. 2, traveling via the Panama Canal. After visiting the San Francisco department

Goes to Globe



E. J. SCHOFIELD

Vice-president E. J. Schofield of the Standard Accident of Detroit surprised the natives this week when it was announced that he is to become vice-president of the Globe Indemnity. Mr. Schofield has been speaking at insurance conventions during the last year and has impressed all with his sincerity, vivacity and grasp of his business as well as an understanding of mankind. Gifted with a keen sense of humor, honest in his convictions, wherever he goes he strikes a popular note.

of the National Board they will go on to Seattle to see their son, W. E. Jr., who is a special agent for the Great American Fire in Washington.

Oakland Insurance Award Brings Protest of Agents

Awarding of Oakland, Cal., automobile insurance to the Federal Surety and of general liability to the Western Cas-

ualty of Fort Scott, Kan., has brought down a storm of protest on the head of Dr. C. R. Fancher, Oakland commissioner of revenue and finance. The author of the protest, which has been given wide publicity, is the Oakland Association of Insurance Agents. The charge is that Dr. Fancher is attempting to give the city's insurance to personal friends.

For more than four years, according to the agents' statements, an arrangement has been in force through which members of the Oakland association received a proportion of the city's business through the organization's office. This system has been profitable to the city, the agents add.

Rates quoted by the Federal Surety and the Western were reported considerably lower than those presented by a group of companies of the National Bureau of Casualty & Surety Underwriters. The fact that the Federal's bid was lower than bureau companies created the question among California underwriters as to the Federal's intention of retaining its membership in the National Bureau.

Dr. Fancher claims that the bid would represent a saving of \$22,500 in premiums while the agents contend the savings would not be greater than \$8,500.

Conway Charges Spielberg Illegally Took \$121,245

NEW YORK, Aug. 6.—In an action filed in supreme court by Albert Conway, former insurance superintendent, Harold Spielberg is accused of illegally withdrawing \$121,245 from funds of the Capital City Surety of this city, now in liquidation. In his answer, Spielberg, while admitting receiving the money, denies all charges of fraud and other allegations.

Uninsured Employers Cited

PITTSBURGH, Aug. 6.—Charged with failing to provide compensation insurance for their employees, 25 Pittsburgh business men received hearings and two were held for the grand jury. The other 23 explained they had taken steps to comply with the law, and were ordered to pay costs. The arrests followed a drive by secretary of the Pennsylvania department of labor and industry.

Department Man Admits Smith's Charges

LANSING, MICH., Aug. 6.—The suggestion of Clyde B. Smith, president of the National Association of Insurance Agents, that weak statutory provisions relative to reserve requirements for casualty carriers may be partially responsible for the frequent failures among those carriers in this class which resort to rate-cutting to build up volume, is greeted with assent in departmental circles here, but the officials ask what can be done about it. Horace B. Corell, deputy commissioner, points out that casualty lines affected by Mr. Smith's indictment, particularly automobile public liability, do not present complete or reliable experience data upon which to base adequate reserve requirements.

In Mr. Smith's statement, based on an analysis by a company executive, he suggested that the reserve provisions should be based on the coverage contained in the policy and not on a percentage of the premium charged. It was pointed out that the life insurance business has reached a state of great stability by this means.

Mr. Corell says, however, that life insurance has mortality experience extending over scores of years while the auto insurance business, as an instance, has experience extending no farther than 1910, and of extremely fragmentary and contradictory character. Rates in this field, he points out, have not been standardized as they have, to a great extent, in life and fire lines, and experience of various carriers has varied widely.

Under such circumstances he believes it would be extremely difficult for state

legislatures to set up reserve requirements for this business other than on a premium basis. Even if such standards were established, factors now unforeseen could easily influence and perhaps completely upset them, he contends. He cites the adoption of financial responsibility and compulsory insurance laws by states. When auto rates are subject to review by states and become as well standardized as fire rates he believes the problem of an adequate reserve law will be comparatively easy of solution. The present situation, he admits, is not satisfactory but he fears that it cannot be corrected without comprehensive study and auxiliary reforms.

Calls Compensation Unsound

As for the compensation business, Mr. Corell believes the whole rate structure is fundamentally unsound and that order can be brought out of chaos only when individual risks are rated on the same basis as properties are now rated for fire coverage. The classification system now utilized, he believes, can never prove satisfactory and carriers writing the line will never be certain where they stand until a different rating system is adopted.

Mr. Smith says that the Michigan law for computation of reserves for automobile carriers is stronger than that of most states. The commissioner is empowered to require additional reserves from such carriers in certain instances where the ordinary percentage basis proves inapplicable. This feature gives Michigan some advantage.

Audits Remain Firm Despite General Business Recession

INSURANCE IS GOOD INDEX

Indications Are That Unemployment
Situation Is Not So Bad as
It Is Reported

Business recession to the contrary, payroll audits of several large Chicago general agencies and of one large company this year have shown no decreases, but in some instances actually have increased. This fact has been astonishing many insurance men who have been taking too seriously the newspaper reports of hard times and have been depressed by many rumors of huge unemployment in the United States.

Audits Are Good Index

There is a greater amount of unemployment than normal, it is true, but the payroll audits, exact index of the employment situation, are conclusive proof that the situation is not so bad as it is painted.

Perhaps it should be mentioned, however, that there is one factor which has served to maintain audits to the high point of last year, in face of greater unemployment. This is best illustrated with a specific case cited by a Chicago branch manager. He recently found that his company had been receiving only \$500 on a payroll on which \$2,500 should have been received.

Overlooked During Boom

This is an "old Spanish custom" due to misclassification and it had remained unchecked while business was booming. It is one subterfuge occasionally employed to swing a large line—most often compensation—and is difficult to check.

Now that premiums are more difficult to get, companies have been exhausting every resource to find ways of bolstering returns. Undoubtedly a large premium volume from which companies have been defrauded for years but now are turning up is an important factor in holding audits to 1929 figures in spite of the depression.

Extra Hours Boost Income

At least one large Chicago general agency has shown a steady large increase in premiums all this year. It has been due mainly to extra effort. When it became apparent that the stock slump would have an effect on premiums, this agency counseled agents and brokers to work an hour or more extra each day. This simple formula has worked for this agency, and for some others that have tried it faithfully.

George E. Turner Resigns As Acquisition Arbitrator

HARTFORD, Aug. 6.—George E. Turner, Chicago insurance attorney, has resigned as arbitrator of the casualty and surety acquisition cost conferences in that territory. He was in New York this week conferring with company executives. Mr. Turner succeeded Francis R. Stoddard, former New York superintendent, as Chicago arbitrator, only to find that lack of enforcing machinery in the acquisition cost conferences made his task extremely difficult. He is widely known, particularly for his connection as general manager with the Casualty Information Clearing House of Chicago, now dissolved.

General opinion in casualty and surety now is that real reform will not result until companies agree on a line of conduct, enlist the aid of commissioners and adhere strictly to the rules. Public officials are loath to regulate the business in this respect, but are willing to help the business regulate itself.

Disability Changes Should Increase Accident Business

NEW CLAUSE IS ANALYZED

Changes in Life Insurance Contract Are Being Used as Arguments for Weekly Indemnity

Blistering heat and an off year have prevented accident and health companies and salesmen from taking full advantage of the increase in rates and restrictions in provisions of life insurance disability contracts which most life insurance companies put into effect on July 1.

Most accident and health companies have been analyzing the disability changes and making a comparative study of disability and accident and health contracts. Others are merely instructing their agents to point out in a general way to their prospects the difficulties which the life insurance companies are experiencing in their experiment in the accident and sickness indemnity field. The agents are coached to tell prospects that life insurance companies are groping in the darkness while accident and health companies are traveling blazed trails.

A. & H. Bulletins Instructive

The July "Accident and Health Bulletins" contain a thorough discussion of the disability changes, reporting the events leading up to the change, analyzing a typical standard disability clause, and criticizing the coverage and rates of the life disability clause with relation to accident and health insurance. This has been helpful knowledge to companies and agents alike in presenting an intelligent statement to the prospect in behalf of regular accident and health policies instead of the disability endorsement.

One prominent accident and health executive who has made a comparative analysis of the accident and health contract and the disability endorsement, has made the statement that an A. & H. policy performs every service of the disability endorsements, as well as offering important additional benefits, except indemnity for life-time sickness. That provision, he pointed out, was stricken from accident and health contracts about five years ago because of the multitude of nervous breakdowns which it seemed to create. Accident and health companies with their background of experience, found life-time indemnity for sickness too perilous, and it is not likely that life insurance companies, with their meager experience in the field, can afford long to perpetuate this provision, according to critics.

Since the disability changes have been in effect, it is reported that many life insurance salesmen are advising their clients not to buy disability benefits but to patronize accident and health companies.

Royal Indemnity Advances O'Loughlin to Higher Post

NEW YORK, Aug. 6.—President F. J. O'Neill of the Royal Indemnity has announced the appointment of John F. O'Loughlin as manager of production. Mr. O'Loughlin has been a member of the Royal family since 1921 when he was named as assistant superintendent of the burglary department, holding the post 12 months when he was advanced to its management so continuing until 1929 when he was made agency superintendent of the Eagle Indemnity. He began his underwriting career with the Travelers in 1907.

PERRY GOES WITH THE STANDARD SURETY

NEW YORK, Aug. 6.—An important addition to the head office staff of the Standard Surety & Casualty of this city

New Automobile Rates Are Announced

NEW YORK, Aug. 6.—Rates and premiums to be charged by member companies of the National Automobile Underwriters Association for single interest collision and embezzlement and wrongful conversion coverage are defined in an official announcement as follows:

Eastern Branch Territory

Single interest collision— $\frac{1}{2}$ of 1 percent on the original unpaid balance at time of purchase with a minimum premium of \$3 for each automobile.

When 80 percent loss clause is attached— $\frac{1}{2}$ of 1 percent on the original unpaid balance at time of purchase with a minimum of \$2 for each automobile.

Embezzlement and wrongful conversion or secretion— $\frac{1}{2}$ of 1 percent on the original unpaid balance at time of purchase with a minimum premium of \$3 for each automobile.

When 80 percent loss clause is attached— $\frac{1}{2}$ of 1 percent on the original unpaid balance at the time of purchase with a minimum of \$2 for each automobile.

(Note: The above single interest collision and the embezzlement, wrongful conversion and secretion rates are to be charged only where the assured obtains coverage on every automobile which he finances for a retail purchaser. Where only such automobiles as are designated by the assured are insured, the above rates shall be increased 100 percent.)

These coverages and the above rates have been filed and approved and are in effect in all states in eastern territory.

Southern Branch Territory

Same rates apply as in eastern branch territory. These apply in all states of southern branch territory in which the association has jurisdiction. If and when approved in the states of Virginia, Mississippi, Louisiana and Texas, in which this association has no jurisdiction, advice will be given through the proper state channels.

The wrongful conversion, embezzlement or secretion coverage must not be used unless the policy itself covers against both fire and theft. For all states the premiums shall be as follows, regardless of the length of time for which the insurance is written:

One-half of 1 percent of the unpaid balance of the contract selling price of the automobile, subject to minimum premiums of \$5 for new automobiles and \$7.50 for second-hand automobiles and maximum premiums of \$12.50 for all automobiles.

For all states the premiums shall be as follows, regardless of the length of time for which the insurance is written:

One-half of 1 percent of the unpaid balance of the contract selling price of the automobile, subject to minimum premiums of \$5 for new automobiles and \$7.50 for second-hand automobiles and maximum premiums of \$12.50 for all automobiles.

The above mentioned premiums are minimum charges per motor vehicle to

be retained in full by the company without regard to the length of time the insurance has been in force, except that when the policy is cancelled and insurance rewritten within 30 days in the name of the same assured, or when cancelled at the request of the company, pro rata cancellation may be allowed.

In the event the term of the policy is in excess of 12 months no additional charge shall be made.

A full additional premium shall be charged for the wrongful conversion, embezzlement or secretion coverage and the vendor's single interest collision and a new endorsement attached to the policy whenever there is a change in the vendee.

Provisions as to Charges

No additional charge shall be made, if the vendor changes during the policy term.

The usual charge for a second-hand automobile must be made when a change of vendee or purchaser is made.

Policies may be issued for a term not to exceed the term of the conditional sale contract, mortgage, lease or other written contract or agreement, but in no event to exceed the term of 24 months.

A new automobile is one owned by the original purchaser.

A second-hand automobile is one not owned by the original purchaser.

Trailers, irrespective of list price and whether new or second-hand, take a flat premium of \$2.

These rules and rates are effective in all states in Pacific Coast territory.

Western Branch Territory

Single interest collision— $\frac{1}{2}$ of 1 percent on the original unpaid balance at time of purchase—minimum \$3 on new cars and \$4 on old cars.

When 80 percent loss clause is attached— $\frac{1}{2}$ of 1 percent on the original unpaid balance at time of purchase—minimum \$2 on new cars and \$3 on old cars.

Embezzlement, wrongful conversion— $\frac{1}{2}$ of 1 percent on the original unpaid balance at time of purchase—minimum \$3 on new cars and \$4 on old cars.

When 80 percent loss clause is attached— $\frac{1}{2}$ of 1 percent on the original unpaid balance at time of purchase—minimum \$2 on new cars and \$3 on old cars.

These rates must be filed in Kansas and rates and forms must also be filed and approval secured in Iowa before they can be used.

Embezzlement and wrongful conversion or secretion cannot be written in Michigan and hence all rates and minimum premiums on single interest collision in Michigan are advisory only.

In Colorado, Wyoming and New Mexico the same rates as used in Pacific Coast territory for these coverages apply.

Approved standard forms for single interest collision and embezzlement and wrongful conversion and form combining these two coverages have been issued.

Examination Reveals Block of Stolen Bonds

In an examination of the National Indemnity Exchange, a St. Louis reciprocal, the Missouri department found in

announced by President F. G. Morris is that of Clarence C. Perry as superintendent of the engineers inspection and engineering department. A graduate of Sheffield Scientific School of Yale, class of 1904, Mr. Perry remained at the university as instructor in physics, steam engine and electrical engineering subjects for eight years, then entered the service of the Hartford Steam Boiler, continuing for a number of years when he went with the Aetna Casualty. In 1926 he joined the staff of the Ocean Accident, becoming superintendent of its boiler and machinery department. In 1927 he associated with a prominent brokerage firm as engineer of its department largely in connection with insuring public utilities properties.

its guarantee fund \$12,000 in bonds stolen March 18 from Joseph Siegfried of Evansville, Ind. J. L. Corley, manager of the reciprocal, has demanded of William Morgens, chairman of its board of advisors from whom the bonds were bought, that they be replaced with other securities. Mr. Morgens states that he purchased the bonds from Vito DeRouen, who is one of the two men under arrest in connection with the robbery. It is claimed that Morgan paid \$75 each or \$9,000 in all and sold the bonds at \$90 each. The National Indemnity Exchange lost \$232,000 of bonds when the safety deposit vaults of the Grand National Bank of St. Louis were looted.

Wall with Central West

The Central West Casualty has appointed Edward F. Wall supervisor of agencies in its home office territory and in the field east. He has for more than 15 years been actively associated with the field development work of the Ocean Accident and Columbia Casualty.

Tell National Bureau of Fleet Evils in Illinois

BEHA'S BODY GETS EVIDENCE

Submit Names of Erring Companies and Rates Following Warning by Lowe

The National Bureau of Casualty & Surety Underwriters has been put in possession of information as to a large number of so-called fictitious automobile fleets in Chicago and Illinois. The companies writing these fleets are known to the bureau as well as the rate charged for many of the fleet contracts.

Follows Request of Lowe

This information was submitted following the request of Leo Lowe, Illinois director of trade and commerce, that the writing of fictitious fleets in that state be abolished. Mr. Lowe expressed the view to casualty company executives that the solvency of companies is threatened by offering discounts in behalf of fictitious fleets. Furthermore he threatened to seek specific legislation prohibiting the writing of these policies in Illinois unless the casualty companies correct the evil of their own initiative.

The fictitious fleet evil in Illinois has reached large proportions. Leading utilities, banks, and industrial concerns are in possession of master contracts under which their employees may obtain insurance on privately owned and operated automobiles at discounts ranging, it is reported, from 20 to 60 percent. A number of companies subscribing to the National Bureau of Casualty & Surety Underwriters are said to be writing these fleets as well as nonmembers.

Claim Fire Companies Guilty

A number of casualty executives, although admitting that the casualty business has been guilty of these practices, point out that fire companies also have been writing fictitious fleets in Illinois. Casualty executives hope that Mr. Lowe will address the same warning to fire insurance companies in order that there may be complete reform.

The fact that Illinois has not specifically legislated against the fictitious fleet system has given some companies an opportunity to evade the laws of those states which do prohibit it, according to report. The practice is to describe the automobiles of employees of an institution in a state prohibiting fictitious fleets as being in Illinois with permission to use them elsewhere.

Card Sent Out by Agents

Evidence of the existence of fictitious fleets in Chicago has come to light on numerous occasions in the form of a card sent out by agents who have fictitious fleet risks placed with certain companies. The card is put in the payroll envelope of anyone on the payroll of the firm and states, "Do you understand that this firm has a blanket policy under which you can insure your automobile at a discount of 20 percent?"

Assault by Employer Renders Him Liable

ST. PAUL, Aug. 6.—An employer who assaults an employee is open to suit for damages even though he is covered by compensation insurance.

The Minnesota supreme court has taken this stand in affirming the lower court. The employer in the case sought a directed verdict on the ground that the employee was injured in the course of his employment and had his only recourse under the compensation law.



Have you had your CHIMES this month?

Here is one (there may be more) of the 14,000 local agents who gets the CHIMES each month, who reads it with gusto!

The CHIMES is published in the interest of the insurance business

in the United States in gener-

al by the Universal Auto-

mobile Insurance Com-

pany, the Trinity Fire

Insurance Company

and by the

**UNIVERSAL
CASUALTY COMPANY**

Dallas, Texas

EDWARD T. HARRISON
PRESIDENT

"Casualty Insuror" in Transformation

The August issue of the "Casualty Insuror" is attracting much interest among readers because of the magazine's new typographical make-up and because of the exhilarating nature of its subject matter.

Special emphasis has been placed in the articles on selling information which will help producers combat business conditions as well as take advantage of the season's opportunities. The articles are appropriately illustrated and the typographical construction of the magazine is inviting.

The leading article is entitled "Much Opportunity in Summer," wherein are reviewed many seasonal lines which may profitably be pursued. "Much Grief Can Come From Attractive Nuisances," undoubtedly presents a new idea to many agents—the fact that owners of property are liable for damages if children are injured or meet death from any object such as a swimming pool, which is inherently attractive to children.

Tom Thumb Article

Another article which is especially timely is entitled "Tom Thumb Courses Hazardous," in which the need for property damage and public liability coverage on miniature golf courses which dot the country today is pointed out.

Other special articles include "Agencies Anticipate Growth in Aviation Premiums"; "Specialists' Aid Available in Selling Boiler Lines," and "Baby Bond Is Now Available."

Moreover there are educational and potentially profitable articles in the various departments, "What the Juries Have to Say," "Public Liability," "Boiler, Engine, Electrical," "Burglary," "Automobile," "Accident and Health," "Compensation," "Talks With Salesmen," "Recent Casualty Decisions," and "Plate Glass." There is also a review of the month's casualty news and an instructive editorial page.

E. W. Cook Had No Interest in Agencies

It was stated in THE NATIONAL UNDERWRITER that E. W. Cook, who resigned as vice-president and general manager of the Commonwealth Casualty of Philadelphia, was said to have a financial ownership in the John M. Cook agency in Camden, the E. W. McDonough agency and the Tweeddale agency in Baltimore. This was an error. Mr. Cook assures this publication that he has no interest in any agency whatever. He was merely an officer of the company. THE NATIONAL UNDERWRITER regrets that it was led in to printing a false statement.

Illinois Department Has Refused to Approve Deal

Despite licensing of the Pacific States Life, formerly the Mountain States, by Illinois, after refusal by the department some months ago and successful mandamus proceedings by the company, apparently reinsurance of the Great American Casualty of Chicago under a contract signed many months ago is not much nearer accomplishment. The department has refused to approve the deal. According to attorney for the Pacific States and officials of the Great American Casualty, this violates a "gentlemen's agreement," the basis of which was said to be that if the Mountain States were licensed in Illinois the reinsurance deal would be approved.

Official statement from the Illinois department is lacking, but the contention is said to be that examination reports of both companies are too old to be useful in the reinsurance deal.

The department announced last week its intention to carry out a reexamination of the casualty company and three of its examiners appeared at the company's home office in Chicago for that purpose, but were refused admittance. Great American Casualty officials stated it was because the company now is being operated subject to supervision of the circuit court in Chicago under insolvency proceedings started by the state and held in abeyance for several months while the difficulty between the Mountain States and the department was being ironed out.

The Great American Casualty some months ago procured an order from the court disallowing the department's bill for approximately \$1,500 for a reexamination made only about two months after the previous one.

Representatives of the two companies are confident the reinsurance deal will be completed and the Great American absorbed, either with or without the department's approval.

Percy Goodwin in Sales Talk

(CONTINUED FROM PAGE 3)

the Church Properties Insurance Corporation.

"No doubt," he declared, "many of you have lost individual lines to the Church corporation, but without the widespread publicity given the corporation in the columns of the 'American Agency Bulletin,' the agents of the country would never have known that this concern, financed by noted capitalists and operated from Wall street is undertaking to write every bit of Episcopal church property representing values around \$300,000,000, taking the business away from agent members of the church and driving constantly for business, on the high ground that the dioceses will save agents' commissions."

"This church proposition," he declared, "is an insidious thing, because of its appeal to the loyalty of those in control of the dioceses, to a sacred institution."

"The National association has taught the people that the corporation is not a sacred institution, but a business organization which relies on its connection with the church to take away your business and mine. Through our intervention, the reliable old agency companies have refused to extend reinsurance facilities to the corporation, those which had unwittingly done so, have withdrawn."

Moreover he related the successful efforts of Walter H. Bennett, secretary National association, in eliminating obnoxious features of the insurance code promulgated by the American Bar Association, now pending before congress as a District of Columbia measure, which has been promoted as a model piece of legislation for all the states.

The code in its original form, Mr. Goodwin declared, would have wiped off the protection of resident agency laws, cancelled all requirements for qualified agents, and interfered with the right of insurance commissioners to pass upon applications for agency licenses.

Because of the National association's intercession, the bill has been amended so as to include "verbatim our recommendations for licensing of agents, resident agents and agency qualification provisions." Another service which the National association has performed was the presentation of the agents' case before the acquisition cost hearing conducted by the National Convention of Insurance Commissioners in Chicago. Mr. Goodwin reviewed that session and told how the National association had presented the case of the agents.

Chief among the concerns of the agent which the National association is facing, according to Mr. Goodwin, are the non-policy-writing agents; continuous inroads on legitimate business by fictitious fleets and group automobile writing; new companies with new and untried methods and cut rate companies.

Reinsurance for Insurance Companies Only

The Oldest Casualty
and Surety Reinsurance
Company in the
United States.....

Total Assets	\$14,800,000
Surplus, Including Deposit Capital of \$800,000	\$2,500,000
Voluntary Contingent Reserve	\$1,500,000

Theodore L. Haff
United States Manager

Clarence T. Gray
Asst. United States Manager

Bring Your Reinsurance Problems To Us

THE
EUROPEAN
GENERAL
REINSURANCE
COMPANY LTD.

110 WILLIAM STREET NEW YORK

CHANGES IN CASUALTY FIELD

Davidson Is Chicago Manager

Assistant Manager Ocean Heads Massachusetts Bonding in That City

From a large field of candidates, President T. J. Falvey has selected Ogden Davidson as manager Chicago branch office, Massachusetts Bonding. Mr. Falvey has been in Chicago several days arranging for this appointment.

Mr. Davidson goes to the Massachusetts Bonding from the Ocean Accident, where he has been assistant to Manager Joseph E. Callender in Chicago since 1928. He is a man of long experience in the casualty business and carries a reputation for popularity among his colleagues and agents. He will assume his new position August 15.

Started With Standard Accident

Mr. Davidson started his insurance career with the Standard Accident in New York City. After a series of promotions during his 13 years with the Standard Accident he became assistant manager, resigning to become assistant manager in charge of the casualty department Metropolitan Casualty of New York City. Early in 1928 he was appointed manager for the Ocean in Buffalo where he remained six months when he was transferred to Chicago under Mr. Callender.

Succeeds A. G. Stanten

Mr. Davidson succeeds A. G. Stanten, who resigned as Chicago manager Massachusetts Bonding to become assistant manager surety department Conkling, Price & Webb, Chicago general agents.

Harris in Charge of South

Continental Casualty Establishes Headquarters at New Orleans for Large Section of Country

The Continental Casualty has rearranged the jurisdiction over its southern field. Frank L. Harris has been southwestern superintendent of agencies with headquarters at Dallas. He had jurisdiction over Texas, Oklahoma, Arkansas and Louisiana. J. E. Holmes was supervisor at Atlanta. With the resignation of Mr. Holmes the Continental Casualty stations Mr. Harris at New Orleans, giving him charge of the entire southwest and south with headquarters in the Pere Marquette building. Mr. Harris has had a most successful record with the Continental Casualty. He formerly acted as agency supervisor of the United States Casualty in Texas. Previous to that he had been underwriter in the Aetna Casualty's branch office at Dallas.

Is on General Agency Basis

Federal Surety Discontinues Branch at Denver, Connecting with Cobb, Miller & Stebbins

The Federal Surety of Davenport, which has been operating a branch office in Denver with Chauncey H. Ritter as manager, has discontinued its arrangement and has appointed Cobb, Miller & Stebbins as general agents. Mr. Ritter goes with the general agents and with A. P. Miller will take charge of the casualty and surety department. Cobb, Miller & Stebbins have the com-

pany for Colorado, Wyoming, Utah and New Mexico. Mr. Ritter was formerly in fire insurance in Denver and then acted as special agent for the Federal Surety. G. L. Monaghan, formerly special agent of the Federal Surety, will be special agent for Cobb, Miller & Stebbins in their contract bond department. R. G. Tressler, formerly with the Federal Surety, is now associated with the general agency in its claim department.

Opens New Jersey Department

H. P. Jackson, president of the Bankers Indemnity of Newark, announces the opening of a New Jersey department under the supervision of Percy R. Mills, formerly agency superintendent of the Aetna Casualty New Jersey office. He will have entire supervision of New Jersey, north of Trenton, and will have as assistants George H. McKelvey to supervise the field work; Ray McGee in charge of underwriting, and four special agents, Frank Cornish, Fred C. Palmer, Joseph Unsworth and J. E. Ward. Mr. McKelvey has been engaged in production work in New Jersey for a number of years, and Mr. McGee has served the New York and Jacksonville branches of other companies.

Mr. Mills has had more than 20 years' casualty experience. He was Newark manager for the Ocean Accident for a number of years, and more recently has been Hartford manager for the Bankers Indemnity.

National Surety O. K.'s Plan of Dividing Agency Duties

The National Surety has decided to perpetuate its agency department, as it was reorganized last year, and has designated H. B. Woodcock, vice-president and superintendent of agencies; Sherman G. Drake, vice-president and production manager. Under this division of jurisdiction in the agency department,

Mr. Woodcock continues handling the administrative affairs of the agency department while Mr. Drake is responsible for the production activities of all out-of-town departments (except specialty departments) in cooperation with department heads for the purpose of centralizing and coordinating the production activities of the company in a regular and orderly manner.

"When the agency department was reorganized last year," Executive Vice-President E. M. Allen, who announced the promotions, declared, "a definite division into two departments was contemplated. The excellent work done by Mr. Woodcock and Mr. Drake and results obtained proved that the plans were sound and the management now is making the arrangement permanent. There will be a definite assignment of duties to each department and we believe the service that will be rendered to our field force hereafter will be even better than it has been through during the past 18 months."

Yager Agency Appointed

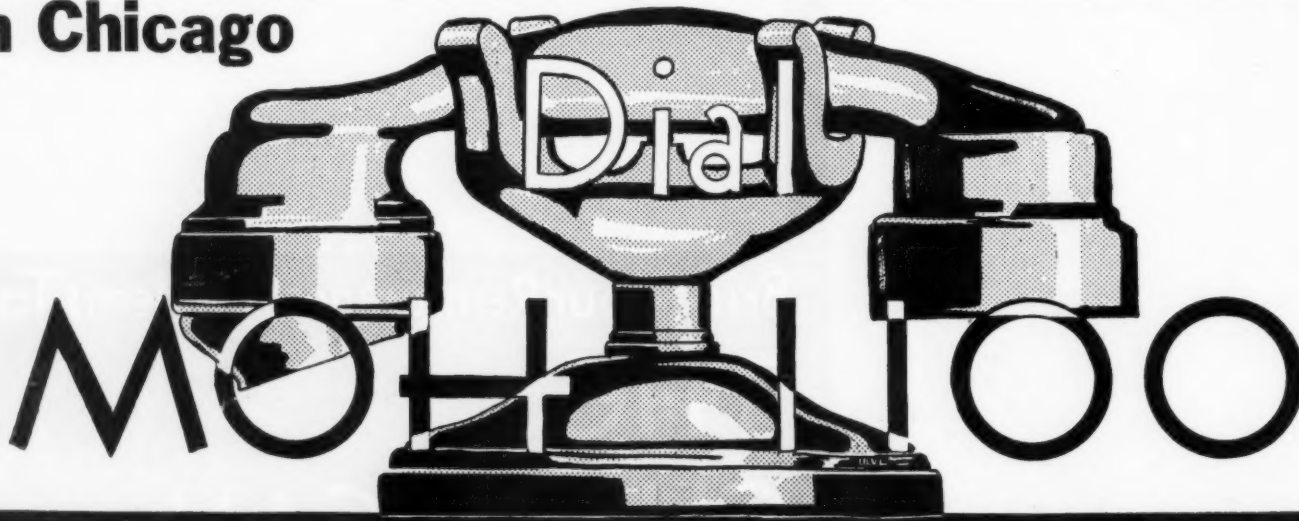
L. E. Yager & Co., Chicago agency, has been appointed Cook county agent for the Bankers Indemnity of Newark. The agency has represented the Norwich Union Indemnity in that territory for about ten years. This is the first local agency appointment of the Bankers Indemnity branch office in Chicago and brings a large premium income with a low loss ratio to the New Jersey company. The Norwich Union will be retained in the office.

Grewe Extends Field

Manager L. G. Grewe, who recently established a northwest branch of the Continental Casualty and Continental Assurance at Portland, Ore., has expanded his operations to include Washington, Oregon, Idaho and Montana.

Wide-awake agents subscribe for personal copies of The National Underwriter.

In Chicago



for unfailing plate glass replacement service.

Prompt replacements keep plate glass insurance sold. If it's a question of prompt glass replacement or loss of your client's business remember the two hour service which is not unusual with this company which is foremost in the Chicago plate glass replacement field.

CALL MOHAWK 1100

AMERICAN GLASS COMPANY

1030-42 North Branch Street, Chicago

CRADLE OR REQUIEM?

A CRADLE swings a life into the rhythm of growth . . . of living. A requiem is sung to the life that is gone. What have past claim adjustments been to the life of your insurance business—a cradle or a requiem? » » » That, of course, depends upon the companies which have made the adjustments. Have these companies been consistently fair in settlement of claims filed by your clients? Do their coast to coast services apply as quickly a thousand miles away as they do to "home state" cases? Are they prompt and friendly? » » » Standard has 115 claim offices strategically placed throughout the United States, and, in the recent acquisition of the Pilot Automobile and Accident Company, of Canada, has added one of the most efficient claim organizations in the Dominion to its equipment. Standard also has had 46 years of experience in the adjustment of claims . . . has \$23,000,000 in assets . . . has never jeopardized its national reputation for fairness.

STANDARD ACCIDENT INSURANCE COMPANY
DETROIT, MICHIGAN

One of the oldest and one of the largest Casualty and Bonding Companies in America

ESSENTIALLY

agency companies,
recognizing the value
of full cooperation by
the Home Office with
men in the field.

United States Fidelity and Guaranty Company

R. HOWARD BLAND, *President*

Fidelity and Guaranty Fire Corporation

R. HOWARD BLAND, *President*

FRANK A. GANTERT
Vice-President and General Manager

Home Offices
BALTIMORE, MARYLAND



Something NEW In Accident Insurance!

Be a pioneer with this new Double-Triple Indemnity Accident Policy. Less sales-resistance due to its unusual benefits and features. "Pays Double and Triple." Increase your earnings by selling this remarkable policy. This is truly a great opportunity. Write TODAY for details.

GENERAL ACCIDENT FIRE AND LIFE ASSURANCE CORPORATION, LTD.

Frederick Richardson, United States Manager
4th & Walnut Streets Philadelphia, Pa.

ACCIDENT AND HEALTH FIELD

Issues A. & H. Expense Rider

**Continental Casualty Sells Endorsement
To Cover Surgical, Hospital,
And Nurses' Bills**

The Continental Casualty has announced a new surgical, hospital and nurses' expense rider, which may be sold to acceptable risks, in connection with accident or disability policies.

Under this rider the company agrees to reimburse the assured for all expense incurred by him for medical or surgical treatment, hospital services or nurses' care, up to \$1,000 on the basis of \$50 weekly indemnity. This amount is proportionate to the weekly indemnity carried, and is payable under the personal accident portion of contracts only. The form was promulgated to meet the competition of other companies which have initiated the rider. It is claimed to represent a decided advantage over the medical expense portion of regular policies in that a policyholder is assured that the expense incidental to his disability will be taken care of and not restricted to the lower amounts usually provided in accident contracts. When the rider is attached, all benefits except weekly indemnity are eliminated from the body of the contract.

The rate for class A risks for amounts up to \$500 is \$2 per \$100; class B, \$2.40; class C, \$3; class D (select), \$3.70.

The rate for class A risks for amounts over \$500 is \$1 per \$100; class B, \$1.20; class C, \$1.50; class D (select), \$2.00.

There has been some criticism of this form on the theory that it will tend to promote conspiracy among patient, doctor and hospital. Furthermore, it is conjectured that it will prejudice the agent against his client, should he observe the policyholder attempting to exploit this rider at the expense of the company. Some critics believe it will greatly increase the use of expensive x-ray equipment.

Federation of Commercial Men's Association Meets

BOSTON, Aug. 6.—The program for the annual convention of the International Federation of Commercial Travelers Insurance Organizations at Banff, Can., on Aug. 12-14 went out this week from the office of the secretary, Ira F. Libby. Representatives of the 11 affiliated organizations of traveling men's associations will attend the convention, with T. S. Logan of the Travelers Protective, St. Louis, acting as president.

The opening session will be given over mainly to committee reports, closing with an address by C. C. Chase of Des Moines, on "Our Problems."

Papers also will be presented Wednesday by A. I. Alwin of the Minnesota Commercial Men's; E. W. Dillon of Columbus, O.; a representative of the International Commercial Men's and H. E. Trevett of the Commercial Travelers Mutual Accident, Utica, N. Y., the latter speaking on "A Few Interesting Figures."

Thursday's program includes papers by M. P. Phillips, attorney for the Travelers Protective Association, St. Louis; Lacey R. Blackman of New Haven, Conn., and a representative of the Illinois Traveling Men's Health Association, concluding with the business session.

Home Friendly Appointments

Superintendent Clarence C. Cole of Wilmington, Del., has been transferred by the Home Friendly to the newly created western Pennsylvania district, with headquarters in the Clark building, Pittsburgh. Assistant Superintendent Lloyd G. Haynie succeeds Mr. Cole as superintendent at Wilmington.

Details of Deal Made Public

**Travelers Equitable Likely to Be
Taken Over by Des Moines
Life & Annuity**

Details of the deal by which the McMurray-Hill Investment Company of Des Moines acquires a large interest in the Travelers Equitable of Minneapolis are made public by the latter company this week. It appears control has passed by purchase of more than 51 percent of stock of the Travelers Equitable from the Insurance Holding Company, Minneapolis, which owned all but three shares of the Travelers Equitable. It is understood that the Des Moines Life & Annuity will take over the Travelers Equitable as soon as the merger is fully arranged.

The Travelers Equitable Dec. 31 had \$7,035,966 insurance in force, \$839,208 admitted assets and \$514,900 net reserves. It is licensed in Iowa, Minnesota, North Dakota, South Dakota and Wisconsin. The company was incorporated Aug. 5, 1893, as the Benefit League to transact a health and accident business on the assessment plan. In 1915 the name was changed to Equitable Life & Indemnity. Two years later it was authorized to operate as a life and casualty stock company on a legal reserve, level premium basis. The life department was opened in 1920.

The Travelers Equitable reinsured the business of the Merchants Life & Casualty of Minneapolis in 1923. It was controlled by the Insurance Holding Company of Minneapolis which owned a majority of the stock.

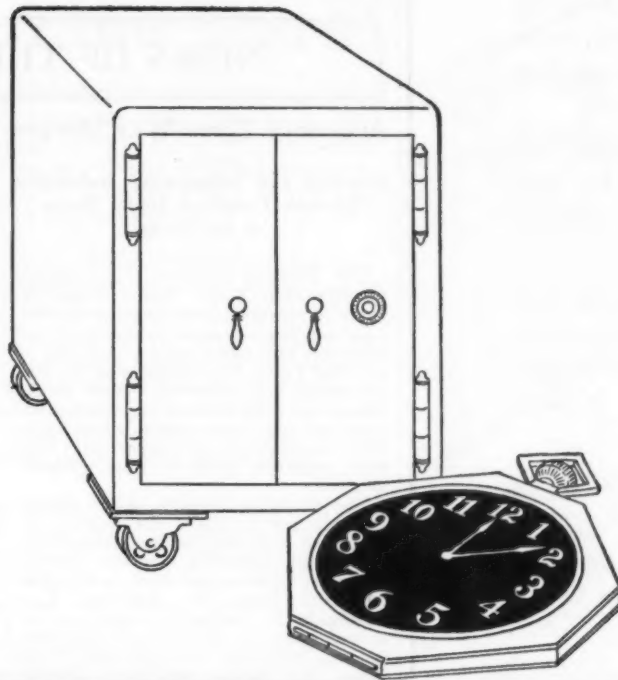
President Neal Announces Committees of Conference

Dr. J. R. Neal of the Abraham Lincoln Life, president of the Health & Accident Underwriters Conference, has announced his committee appointments for the current year. Special interest attaches to the personnel of the new legislative and public relations committee, authorized at the last meeting of the conference, which is expected to be an important factor in conference affairs. J. W. Scherr, Inter-Ocean Casualty, is chairman and the other members are: J. W. Blunt, Monarch Accident; C. C. Criss, Mutual Benefit Health & Accident; E. J. Faulkner, Woodmen Accident; W. J. B. Janisch, Lumbermen's Mutual Casualty; D. E. C. Moore, Pacific Mutual Life, and C. O. Pauley, Great Northern Life.

Chairmen of the other committees are: Auditing, C. S. Drake, Empire Life & Accident; constitution and by-laws, Ben Houghton, International Travelers Assurance; credentials, J. W. Carson, Pilot Life; educational and publicity, Dr. W. A. Granville, Washington Fidelity National; entertainment, V. M. Ray, Hoosier Casualty grievance, George R. Kendall, Washington Fidelity National; legal, E. St. Clair, North American Accident; manual, R. S. Hills, Massachusetts Bonding; membership, F. P. Proper, Employers Reinsurance; program and press, E. C. Budlong, Federal Life; reception, H. H. Shomo, American Casualty; resolutions, A. J. Alwin, Minnesota Commercial Men's, and statistics, F. R. Parks, Loyal Protective.

Gets Carolina Company's Business

The Inter-Ocean Casualty of Cincinnati has purchased the commercial and monthly health and accident business of the Business Men's of Greensboro, N. C. The Business Men's, it will be remembered, was recently consolidated with the Durham Life of Raleigh which confines its business to industrial life,



TIME CONSIDERED

Time that is needlessly wasted is money lost forever. Understanding this full well, department executives facilitate in every way the handling of agents' correspondence and business.

The London Guarantee executive staff works directly with Company agents—no needless details in dealing with this great institution—the value of the agents' time is always considered.

LONDON GUARANTEE AND ACCIDENT COMPANY, LTD.

J. M. Haines, United States Manager ♦ Fifty-Five Fifth Avenue, New York



**Go Straight
to the Point
of Authority**

Represent a Specialized Company

Motorists from coast to coast are looking for an automobile policy of high quality, complete protection and low cost such as that offered by the Belt companies.

Our agents from coast to coast are daily reporting greatly increased incomes by supplying automobile owners with the unusual Belt automobile insurance service.

Agents who become connected with the Belt organization can also increase their income by representing these sound companies, specializing in automobile insurance. It pays to represent a specialized company.

Territory open to responsible agents in 20 states.

Write today for further information

C. M. Nichols, President

BELT CASUALTY COMPANY

Affiliated with Belt Fire Insurance Co.

HOME OFFICE

4750 Sheridan Road

Chicago, Illinois

**T-H-E
COMBINATION
I-D-E-A-L**

Liberal policies
—
Good territory
—
**Agency—Building
Co-Operation from
Home Office**
—
**Efficient Claims
Service**



**SUCCESSFUL
-- NATIONAL
-- AGENCIES**

Are you making PROGRESS? If not, are you willing to spend TWO CENTS to learn WHY National Casualty salesmen forge ahead continually?

We have a full line of Commercial, Industrial, Group and Deferred Payment Accident and Health policies. A connection with this company will be the TURNING POINT IN YOUR LIFE.

NATIONAL CASUALTY COMPANY

Detroit, Michigan

W. G. Curtis, President

health and accident and ordinary life. E. G. Jones, who has been in charge of the commercial health and accident department of the Business Men's since its establishment, will continue in charge of the business as state agent for the Inter-Ocean.

Active development of North Carolina is the purpose of Mr. Jones, who will maintain headquarters in Greensboro.

Quits Noncancellable Field

The Connecticut General has with-

drawn its noncancellable policy and will no longer issue noncancellable accident and health insurance except in connection with its own life policies.

Liberty Life Forms Subsidiary

The Independence Life of Greenville, S. C., is being organized with \$100,000 capital and \$50,000 surplus to write industrial accident, health and life. It will be a subsidiary of the Liberty Life of Greenville. J. Claude DuPree, formerly agency manager of the Liberty Life, is president of the Independence Life.

NEWS OF THE COMPANIES

Announce Three-Way Merger

Memphis and Indianapolis Automobile Carriers Combined Under Name of Old Trails

The National Automobile & Casualty of Memphis, Tenn., has changed its name to the Old Trails Insurance Company and has reinsured the business and assumed the outstanding liabilities of the Old Trails Automobile and the Oak Automobile, a reciprocal, both of Indianapolis. The Indiana department has approved the reinsurance agreements. The consolidated companies will have total admitted assets of approximately \$640,000.

The Memphis company, which started business last October, was recently reorganized with \$500,000 authorized capital. Fred Callahan, general counsel, conducted the merger deal. J. T. Russell is president. Its operations have largely been confined to the territory around Memphis, but it expects to enter Indiana at once and possibly other states. Its annual statement Dec. 31 showed \$150,424 admitted assets, with \$108,000 paid-up capital on an admitted capital of \$150,000. The surplus was \$35,746.

The Old Trails was originally chartered as a reciprocal in 1924 and was reorganized on a stock basis in November, 1929. Its annual statement shows assets of \$435,321, capital of \$100,000 and \$14,639 surplus.

The Oak Auto, a reciprocal, was organized in 1927 by men formerly connected with the Old Trails. Its statement shows assets of \$114,958 and a subscribers' surplus of \$7,019.

Will Have Agency Convention

Glens Falls Indemnity and Commerce Casualty Have Held Contests Among Their Producers

The Glens Falls Indemnity and Commerce Casualty will hold their annual agency convention for four days from Sept. 3-6 at the home office in Glens Falls. Some 250 agents who have qualified in the new business contest from Jan. 1 to June 30 will be present. There will be no business sessions, the convention being in the nature of an outing for the agents who have done good work.

The convention will be officially opened by the president's banquet on the evening of Sept. 3 at which President E. W. West will preside. There will be golf tournaments, speed boat rides on Lake George, where many of the official family have their summer cottages, a clam bake, a dinner dance at the country club, special entertainment for the ladies, etc.

The two Glens Falls casualty companies have been making great gains in premium increase. The Commerce, which has its first full year in 1930, will write a million and a half in premiums while the Glens Falls Indemnity will probably go over the six million mark. The whole Glens Falls fire organization is thoroughly interested in the casualty lines and most of the busi-

Continental Casualty Grows

President Behrens Makes Report on Its Operations for the Six Months Period

President H. A. Behrens of the Continental Casualty of Chicago made a very gratifying report to the directors covering results for the first six months. Profits from insurance operations, interest, dividends and rents were \$664,733. Of this amount \$187,000 represents a gain from underwriting after all insurance charge-offs, but without allowance for federal tax.

Last year the Continental Casualty declared a \$500,000 stock dividend, and after paying dividends of \$280,000 on increased capital stock, marking down security values \$142,263, and increasing its unearned premium reserve \$142,928, added \$185,000 to its voluntary contingent reserve. Capital is now \$3,500,000, surplus arbitrarily fixed at \$3,500,000, and voluntary reserve \$1,031,128, making surplus to policyholders of \$8,031,128. Net premiums for the first six months were \$8,782,156, an increase of \$180,000 over the similar and peak period of 1929.

Because the Continental Casualty is so large a stockholder of its life insurance affiliate, the Continental Assurance, President Behrens made reference to it in his report covering the six months' operations of the latter company. During that period it paid in cash dividends \$100,000, it increased its paid-for insurance in force by something over \$6,000,000, and after providing for the reserves on this increase added the sum of \$176,000 to its voluntary contingent, so that as of June 30 its capital, surplus and voluntary contingent stood at \$3,512,000. The results are the most profitable this company has ever had in a similar period.

President Behrens in his remarks to the directors stated that the current grievances of many business men are merely confessions of inability to overcome a real or apparent obstacle that they think is in their paths. What is needed is less discussion about business conditions and more action to make them what they should be. He said one's mental attitude determines not only his own happiness, but also is directly reflected in the results of his business efforts.

International Reinsurance

The International Reinsurance, with offices in the Pacific Finance building in Los Angeles, has gotten out its semi-annual statement showing assets \$8,297,556, premium reserve \$1,583,879, loss reserve \$1,169,331, capital \$1,500,000, net surplus \$3,122,005. The International Reinsurance has declared its regular quarterly dividend of 50 cents a share. Carl M. Hansen is president. The company does casualty and surety treaty reinsurance and has made fine headway.

ness is coming through the regular fire connections. President West and Vice-president F. P. Stanley have surrounded themselves with a group of younger casualty executives who are giving a good account of themselves.

Is Vacation Safe?

Read
your answer
in the "stars!"

"HEAVENS!", you exclaim, as you count the stars that mark the danger spots in everyone's vacation! "Why, there's just as much need for a Sports Liability Policy as there is for an Accident Policy!"

An Aetna Accident Policy covers you like the atmosphere covers the earth! For wherever you are, if an accident happens, it gives you a chance to breathe freely, financially, should hospital and doctor bills be thrust upon you. Protects your income, too—and of course, provides for the family should the accident prove fatal.

An Aetna Sports Liability Policy on the other hand, protects you from financial loss should you injure or be injured while golfing, boating, hunting—or any other sports. It covers you against all loss (up to the limit of the policy) and provides for personal injury, whether it be...

Ever hear of Aetna? Ever hear of anyone who hasn't? Thanks to Aetna's out-of-the-ordinary national advertising, no Aetna agent ever has to take his valuable time to sell his company. That has been done for him in advance.

IT PAYS TO BE AN AETNA-IZER!

Copyright, 1930
Aetna Casualty & Surety Co.
Hartford, Conn.

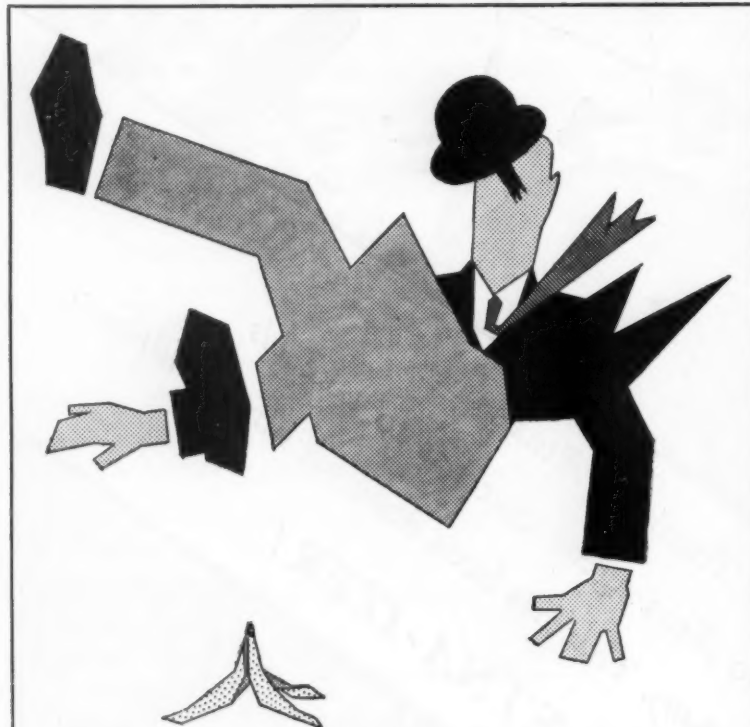


AETNA-IZE

SEE THE AETNA-IZER IN YOUR COMMUNITY—HE IS A MAN WORTH KNOWING

EVERY Poster, Folder and newspaper ad used by **ZURICH** Agents today is a banana peel in the path of prospects . . . and they're falling hard.

ZURICH GENERAL ACCIDENT & LIABILITY INS. CO., LTD. ZURICH FIRE INS. CO. OF NEW YORK



THE BANANA PEEL ROUTE TO A MONTH IN A HOSPITAL

With every accident there are pains and pains—and still more pains when you figure up the financial loss involved. A happy thought for you is this: Anticipate the day you have an accident (there's a billion ways you can have them). One of our Accident Insurance Policies relieves you of the pain of financial loss.

We'll Have The **ZURICH** PROTECT YOU

© Z.G.A. & L.I. CO., LTD.

Seaboard announces

We believe our facilities to be highly beneficial to surety bond producers:

1. In taking care of those clients which they now have and which are entitled to a preferential rate.
2. Enabling a producer to approach a prospective client who is entitled to a preferential rate, soliciting not only the bond business of such client, but collateral lines.

Seaboard Surety Company

E. D. Livingston, President

Head Office: 80 John Street, New York

Western Executive Office: 175 W. Jackson Blvd., Chicago

Preferred Surety Risks at Preferential Rates

The A & H Review

A monthly magazine for health and accident salesmen. \$2 a year.

CASUALTY PERSONALS

E. H. ("Count") Mueller, Wisconsin state accident and health manager for the Southern Surety, with headquarters in Madison, "gets a break" in the Madison "Capital Times" in the form of a handsome two-column spread with a large accompanying sketch setting forth his many attainments and, as well, a very fair sketch of the "Count" himself. The column is a regular feature of the newspaper, devoted to men of importance in the community. The article explains how he came to be known as "Count," how he won a gold watch, and comments on the fact that in six years he has built up one of the company's largest accident and health agencies.

L. L. Hall, secretary-treasurer of the National Bureau of Casualty & Surety Underwriters, is on vacation in Michigan with Mrs. Hall. On his way, Mr. Hall stopped over in Chicago to attend to bureau affairs, and he will visit the Chicago branch managed by Peter Mahlah before returning east.

John A. Cassidy, recently appointed manager of the Car & General's newly created Chicago branch office, is in the east conferring with eastern executives of the company on the Chicago program. The Car & General is occupying offices at A2111 Insurance Exchange building, Chicago.

W. B. Gilham, manager for the National Surety at Portland, Ore., was injured in a three-car auto accident at Vancouver, Wash. Accompanied by his wife and family, he was en route to Seattle when a Portland car traveling in the opposite direction driven by two reckless youths in a stolen machine drove directly in front of the Gilham

car, which was hit by it and at the same time by another car in the rear. The entire family was sent to the hospital with serious injuries and the machine was demolished.

The Illinois Mutual Casualty of Peoria announces the election of **E. A. McCord** as vice-president. Mr. McCord is a son of President O. L. McCord of that company and has been practicing law in Texas for the past 12 years. His duties will be of a general executive nature.

Harry C. Mitchell, president Georgia Casualty, spent a few days in Chicago conferring with Branch Manager J. W. Bolton, Jr., and investigating prospective changes in Chicago incidental to the consolidation of the Georgia Casualty and the Hudson Casualty with the Public Indemnity.

INDUSTRIAL INSURERS' CONFERENCE MEETING

G. R. Kendall, president Industrial Insurers' Conference, informs members that the program for the 1930 meeting of the conference which will be held at the Edgewater Beach Hotel, Chicago, Sept. 17-18-19 is rapidly nearing completion.

"The Next Ten Years of Industrial Sick and Accident Business" will probably be the theme of the 1930 sessions, according to Mr. Kendall. F. J. Peeples, comptroller Life & Casualty of Nashville, is scheduled for an address, "Home Office Records as an Aid to Field Management."

Wide-awake agents subscribe for personal copies of The National Underwriter.

All eyes are focused on October

OCTOBER is still two months off but the eyes of every Washington Fidelity National manager, field superintendent and agent in every district are focused on that month. October will bring a convention of managers whose districts make records during the first nine months of 1930. At the same time the new Home Office quarters will be dedicated. An instructive business and worthwhile entertainment program has already been arranged.

The fight is on! Rivalry between

the different districts for representation at the October convention is intense. Representatives urged on by the desire to win and aided by the Home Office are breaking their old records. Every agent expects 1930 to be his best year.

Progress is possible for you if you are connected with a progressive organization such as the "Washington." Inquire about an agency connection with men who are doing things in a big way this year.

WASHINGTON FIDELITY NATIONAL INSURANCE COMPANY

H. R. KENDALL
Chairman

1607 Howard Street, Chicago

G. R. KENDALL
President

ECONOMICAL AND EFFICIENT SERVICE

AUDITS

PAYROLL

BURGLARY

SPECIAL

INSPECTIONS

COMPENSATION — LIABILITY — PLATE GLASS — BURGLARY — ELEVATOR

ATWELL & VOGEL, Inc.

330 SO. WELLS ST.
CHICAGO

4616 BRUCE AVE.
MINNEAPOLIS

369 PINE ST.
SAN FRANCISCO

Twelve Other Service Offices in Thirty-One States

Re-Insurance
Excess Re-Insurance
Catastrophe Hazard

DEE A. STOKER

RE-INSURANCE UNDERWRITER

2111 Daily News Bldg. CHICAGO

Tel. Central 6378

All Lines but Stressing Excess Fire Reinsurance General Classifications

WORKMEN'S COMPENSATION

Carelessness Is Chief Cause Unusual Case Is in Courts

**Paper Mill Man Analyzes Accidents;
Finds Pressing Need for Effective
Man-power**

Carelessness of employer and employee is responsible for approximately 90 percent of the causes of accidents in industry, A. N. Wold, Minnesota & Ontario Paper Company, Minneapolis, declared in a talk before the western group of the Ontario Pulp & Paper Makers Safety Association at Port Arthur, Ont. He said mechanical hazards are responsible for only about 10 percent, indicating that machines now are well guarded.

Analysis of Accidents

His figures were based on analysis by a large insurance company of 550,000 industrial accidents. Faulty instruction of employees was found to be responsible for 30 percent, inattention 22 percent, unsafe practices 14 percent, poor discipline 12 percent, lack of skill of employee 8 percent, physical unfitness 3 percent and mental unfitness 1 percent.

It was found that for every major injury there were 29 minor injuries, and 300 accidents which did not cause injury. Mr. Wold emphasizes that every one of these no-injury accidents might have been minor or major injury. He says a survey discloses the paper mills must operate 11 months before they can begin to show a profit, which he says is the reason why it is so important to maintain effective man power. Mr. Wold says analysis shows that the total cost to an employee and his community because of lost time from accident is greater than the cost to his employer.

**Several Knotty Legal Problems Involved
in \$100,000 Compensation Suit
at Louisville**

LOUISVILLE, Aug. 6.—An interesting question of liability is involved in two suits for a total of \$100,000 against the Kosmos Portland Cement Company, Louisville, filed by estates of Allen Sauer and William Wilberding, boiler makers of the Kleinstuber Boiler Works, Louisville, who with several others, were killed in an oil barge explosion Aug. 3, 1929, at the company's dock. The men were repairing a damaged metal oil barge. An important question which will be argued is whether lightning touched off oil fumes, or an acetylene torch of workmen was the cause. The Travelers carried the Kleinstuber workmen's compensation, and the London Guarantee was on Kosmos.

The two men were working under contract whereby they were employed virtually all the time by the cement company. The principal question is whether they were protected by the Travelers or the London Guarantee. The Travelers has been paying the widows, but under a subrogation. The federal longshoremen's act also is involved.

Hazard in Tom Thumb Golf

SAN FRANCISCO, Aug. 6.—The advent of miniature golf courses has presented many questions of interest, according to a report just issued by Will J. French, director of the California state department of industrial relations. It is pointed out that it is illegal, and the penalties for infractions are heavy, for residents of California to enter this new industry without taking out work-

men's compensation insurance for employees—and this is necessary even if there is only one little boy on the payroll. The department has under consideration including this form of lot-caddy-ing among the hazardous occupations forbidden to the young.

Minnesota Changes Approved

ST. PAUL, Aug. 6.—Effective Sept. 1 on new and renewal business, a new schedule of compensation insurance rates will apply in Minnesota.

The state compensation board has approved, with three exceptions, the revised rates proposed by the companies. The net result will be an average decline of about a half of 1 per cent in the prevailing rates.

About two thirds of the 700 classifications are changed. The three groups in which the board refused to adopt the rates of the rating bureau were canneries, fruit preserving and meat and provision stores. The latter rate was referred back to the bureau for further investigation.

This is the first revision in Minnesota compensation rates in a year.

Report on Women's Claims

MADISON, WIS., Aug. 6.—Women and girls were claimants in 902 out of 22,630 compensation claims settled in Wisconsin in 1929, the industrial commission reports. Average full time weekly earnings of women and girls in compensation cases from all industries amounted to \$17.91 in 1926, \$18.05 in 1927, \$17.84 in 1928 and \$17.91 in 1929. The report shows that from ages 13 to 37 earnings increase with age; from ages 38 to 47 they decrease; from ages 48 to 57 they increase, but above that they decrease. The arithmetical average age of women in compensation cases is 30.2 years, but claims arise in highest numbers at age 26.6 years.

Out of the total, 135 cases, or nearly 15 percent, involved sprains and strains, which is taken to indicate that many

women workers are in jobs involving heavy lifting beyond their strength.

Award to Marshal's Widow

MONTICELLO, WIS., Aug. 6.—The industrial commission has awarded \$4,800 plus \$200 burial expenses to Mrs. Vola Jordan of Monticello for the killing of her husband, Fred, while on duty as a marshal. This village insures its employees in the Travelers. The award is in monthly installments. The company previously agreed to settle for \$2,400 plus burial expenses, using as a basis an annual salary of \$600, but a hearing determined his earning power at \$1,200.

Kansas Commissioner Reports

TOPEKA, KAN., Aug. 6.—Compensation Commissioner G. Clay Baker reports for the fiscal year ended June 30, 12,307 industrial accidents, slightly more than the previous year. There were 11,797 accidents which caused temporary disability, 396 causing permanent disability and 144 resulting in death. There was an increase of 35 in deaths, but 144 decrease in permanent injuries. Less than half the industrial accidents in the state came before the commissioner. Employers and carriers paid \$713,107 in compensation and \$203,779 medical fees and funeral benefits on 5,726 claims. There was \$1,148.42 paid in non-compensable cases.

Chicago Branch Booming

The Public Indemnity's branch in Chicago managed by C. C. Blackwell, resident vice-president, closed July with \$50,000 of premiums written in the month. May and June totals were approximately the same, so the office which has a wide territory in the central west, this year has hit about \$600,000 a year clip. This is all new business, which makes the record more remarkable. The branch has written over \$300,000 in the first year just recently ended, and it is expected will write about \$750,000 in the next fiscal year if the present rate of increase continues.

THE OHIO CASUALTY INSURANCE COMPANY

HAMILTON, OHIO

B. D. LECKLIDER, *President*

HOWARD SLONEKER, *Secretary*

Financial Statement July 1, 1930

ASSETS

Real Estate—Book Value	\$ 183,795.33
Bonds and Stocks—Market Value	2,584,001.50
Cash in Bank and Office	151,100.31
Premiums in course of collection (under 90 days)	569,300.93
Interest Accrued	3,868.61
Reinsurance	7,279.60
Other Ledger Assets	9,300.00

\$3,508,646.28

LIABILITIES

Special Reserve for Liability Losses	\$ 453,604.34
Reserve for Losses and Claims other than Liability	198,218.00
Reserve for Unearned Premiums	1,493,272.88
Reserve for Taxes	37,640.69
Reinsurance	25,163.67
Reserve for Reinsurance Accepted	77,259.69
Voluntary Reserve for Contingencies	106,798.74

Capital Stock \$600,000.00
Surplus 516,688.27

Surplus to Policyholders 1,116,688.27

\$3,508,646.28

SURPLUS TO POLICYHOLDERS "OVER A MILLION DOLLARS"

Illinois Casualty Company

SPRINGFIELD, ILLINOIS

You Should Have a Strong Automobile Company in Your Office!

**ALL FORMS — FULL COVERAGE —
IN ONE POLICY
INDEPENDENT RATES**

Policyholders Surplus \$375,000.00
Total Assets over \$600,000.00
Licensed in Illinois, Iowa, Michigan,
Missouri and Indiana

Write or Telegraph

Paul W. Pickering
Secretary-Treasurer
For Open Territory



**We Welcome
Inquiries
From Progressive
Agents**

CENTRAL WEST CASUALTY CO.

CAPITAL \$1,000,000

HAL. H. SMITH, President

Detroit

Michigan

BURGLARY NEWS

National Surety Loses Suit

**Court Allows Claim, Liability for Which
Had Been Denied Because Watch-
man's Warranty Broken**

Denial of liability on the part of the National Surety for a burglary loss on the grounds that the watchman's warranty had been broken has been disallowed by the appellate division of the second department of New York City.

Charles E. Schuster of Schuster & Kloorfain, Inc., Brooklyn, a fur dressing concern, is victor in the action. The National Surety will probably appeal to the court of appeals.

Schuster & Kloorfain carried a burglary policy for \$50,000. In May, 1924, a loss occurred but the National Surety denied liability on the ground that the watchman's warranty contained in the policy had been broken. The warranty provided that the assured would employ two watchmen, who would be on duty at all times when the premises were not regularly open for business. It was also provided that hourly rounds of the insured's premises would be made and recorded on a watchman's clock.

Although at the time of the loss the assured did have two watchmen on duty, one of them was inspecting some fur processes. The National Surety disclaimed liability for this reason and also because only one watchman's clock was used by the two watchmen and because the two watchmen did not go together in making the hourly rounds.

Judgment has been entered on this decision for \$44,745.

Place of Reception Question

**Issue Arises Over a Holdup Case in
St. Louis Where American Surety
Was Interested**

In a certiorari proceeding in the Missouri supreme court, bringing up the record of the St. Louis court of appeals in Wellston Trust Co. vs. American Surety, the question was whether the respondent judges contravened the latest controlling decisions in holding the relator liable on its insurance policy or bond indemnifying the plaintiff trust company against loss by robbery. The Peoples Motorbus Company was a depositor in the trust company. Deposits were sometimes made by the motorbus company at the banking house of the trust company and at other times were received at the office of the Motorbus Company by the cashier or other employees of the bank sent there for that purpose. The motorbus company was the only customer to which this service was extended. One day as the bank cashier and another employee were returning from such a mission they were held up and robbed of about \$4,500 which had just theretofore been turned over to them by the motorbus company. The aforementioned suit followed and the bank had judgment for the whole sum.

What Contract Provided

The policy or bond sued on provided: "The American Surety Company of New York agrees to indemnify Wellston Trust Company against the direct loss sustained of any money or securities, etc., through robbery, committed while such money or securities are in transit within twenty miles of any of the insured's offices and in the custody of any of its employees." Sec. 11799, R. S. Mo., 1919, contains a proviso providing that "no trust company shall maintain in this state a branch trust company or receive deposits or pay checks except in its own banking house." The court of appeals held these statutes did not relieve the relator or render void or voidable at its instance the transaction whereby the

trust company received the deposit from the motorbus company at the latter's office. Writ quashed—State ex rel. American Surety vs. Haid et al, Supreme Court, Missouri.

WANTED, experienced automobile investigator and adjuster. No others need apply. Position outside of Chicago. Address **R-16**, The National Underwriter.

Position Wanted

Claims Executive: Ten years branch and home office experience as office organizer, claims superintendent and home office general attorney, casualty and surety; desires position traveling for Home Office. Knowledge of all U. S. and Canada territory, particularly Pacific Coast. Address **R-18**, The National Underwriter.

"She Has a Book"

A well known writer recently threatened to kill the next man who printed the joke (?) about the objection to sending Aunt Carrie a book for her birthday, because "she has a book."

So the writer of this advertisement, knowing his danger, deserves credit for a substantial amount of bravery in mentioning it in this public way.

Nevertheless, it is useful to illustrate what is soon to be said. So if we are compelled to turn up our toes it was in the line of duty. The idea is this. It is just as absurd not to give Aunt Carrie a second book as to think you can't sell a Health and Accident policy to the man who carries his general insurance lines with someone else.

Those were business lines on which your competitor sold him. You can sell him on personal lines with an A. & H. policy. Once the personal basis is established, you may get all his insurance.

MAIL COUPON

INTER-OCEAN CASUALTY COMPANY
Executive Office
CINCINNATI-OHIO

Inter-Ocean Casualty Co.,
12th Floor American Bldg., Cincinnati, Ohio.
We are interested in hearing what you have to offer an agent in a general line of insurance.

NAME
STREET
CITY
STATE
ZIP
CITY
STATE
ZIP

WINZER & CO.
CERTIFIED PUBLIC ACCOUNTANTS
Specializing in
**INSURANCE
ACCOUNTING**
29 S. La Salle Street
CHICAGO

Reduce Insurance Rates
Recommend
**JUSTRITE OILY WASTE
AND SAFETY CANS**
Approved and Labeled by the Underwriters Laboratories and Associated Factories Mutual Insurance Co.'s
JUSTRITE MANUFACTURING CO.
2605 SOUTHPORT AVE. CHICAGO, ILL.

Every Check in the "NO" Column Means You Need the F. C. & S. Bulletins

Yes No

Do you like to Cold Canvass?		
Are you as Confident as you'd like to be?		
Do you know all there is to know about Fire Insurance?		
Are you sure of yourself on all of the Casualty coverages?		
Are you absolutely certain you are giving your prospect the latest and most complete information available?		
Are you satisfied with the progress you are making?		
Have you any definite plan of advancing yourself?		
Are you ready to explain any Fire or Casualty Coverage?		
Have you more leads than you can handle?		
Do you know what other companies are doing?		
Have you any means of keeping in touch with the constant changes in the business?		

MOST selling failures are due to lack of sufficient selling knowledge.

The subject of every Insurance success story is a man who KNOWS.

Knowledge is the cure for most selling ills.

What are you doing to improve your knowledge of the Fire and Casualty contracts and methods of selling them?

What you are doing today to IMPROVE your fund of selling knowledge will determine your earning power and position ten years from now.

You read your Insurance magazines—perhaps you've taken Correspondence Courses—Then there are your Company publications, etc.

All good—all worthwhile—If you have been doing these things you have availed yourself of every means heretofore at your disposal.

Now, however, The F. C. & S. Bulletins not only makes the task of keeping INFORMED an infinitely more simple one but makes it possible for you to keep more fully informed.

Now the progressive Fire and Casualty Insurance man obtains the Profit-making information of his field in the same satisfactory way as the Life Insurance man has through the Diamond Life Bulletins or the Accident and Health man through the Accident and Health Bulletins.

This means that each month twenty-four fact-packed, printed pages of selling information—of form and manual changes and how to profit by them—of authoritative policy analyses—in fact, ALL the valuable information that the widespread National Underwriter force of Insurance specialists

If you want to build up your agency—make more money—be in a better position ten years from now—be ready for opportunity when opportunity knocks.—The F. C. & S. Bulletins are indispensable to you.

THE NATIONAL UNDERWRITER
A1946 Insurance Exchange
Chicago, Illinois.

I am interested in the NEW Fire, Casualty and Surety Bulletins. Please send me complete information and SPECIAL introductory price.

Name

Street

City

State

is able to gather is brought to the user of the F. C. & S. Bulletins.

The F. C. & S. Bulletins make it possible for any Insurance man to keep himself fully informed on every change in the Fire and Casualty fields. Further, at his finger tips is not only the authoritative information regarding the various coverages but the most successful METHODS OF SELLING these coverages as well.

To the progressive Fire and Casualty man the F. C. & S. Bulletins are just what he has been looking for.

Think of what it will mean to you to have in one place a fund of information about all the Fire and Casualty coverages together with the BEST of the proven methods of selling them to which you can turn at any time, certain of obtaining the knowledge which may mean the sale.

Think of what it will mean to you to KNOW, beyond a shadow of a doubt, that your information is up-to-date—the latest available.

Think of what it will mean to you to KNOW that you are using the most successful presentations of the coverages.

Think of what it will mean to you to have pointed out to you every month new ways of obtaining leads and additional business on new and old coverages.

Think of the thousand and one other benefits that complete KNOWLEDGE and up-to-date policy and selling information make possible—then return the coupon today for ALL the details on this greatest of all means of self improvement available to you today.



Taking On The Pilot

A STEAMSHIP captain takes on a pilot to concentrate on the ticklish job of skillfully and safely bringing his craft into port.

Much in the same manner the wise employer takes on The Travelers as his pilot and guide in looking after and paying special attention to the highly technical problem of cutting down the accident costs of his plant.

A majority of industrial accidents, fires, boiler explosions and other casualties can be prevented. To assist policyholders in the prevention of accidents, The Travelers has an Engineering and Inspection Division with a personnel numbering 700. Since the establishment of this Division The Travelers has expended in such service \$25,108,646.60.

T H E T R A V E L E R S

THE TRAVELERS INSURANCE COMPANY

THE TRAVELERS INDEMNITY COMPANY

HARTFORD

THE TRAVELERS FIRE INSURANCE COMPANY

L. EDMUND ZACHER, PRESIDENT

CONNECTICUT